

THE AMERICAN ELEVATOR AND GRAIN TRADE



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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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Vol. XXXIII.

CHICAGO, ILLINOIS, NOVEMBER 15, 1914.

No. 5.

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Will give you the correct results in the buying, grading and blending of wheats. Our **complete analysis of wheat** gives you its flour and milling value. Our method of estimating gluten is the only correct way of determining the actual gluten of the flour in the wheat. Our **analyses of feeds** are accepted as standard.

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Our school for millers lays the foundation for a thoroughly scientific and up-to-date miller.

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That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

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Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

Consign your Grain and Field Seeds to

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Flour, Grain and Mill Feeds

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The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

Be "up-to-date" and ORDER NOW.

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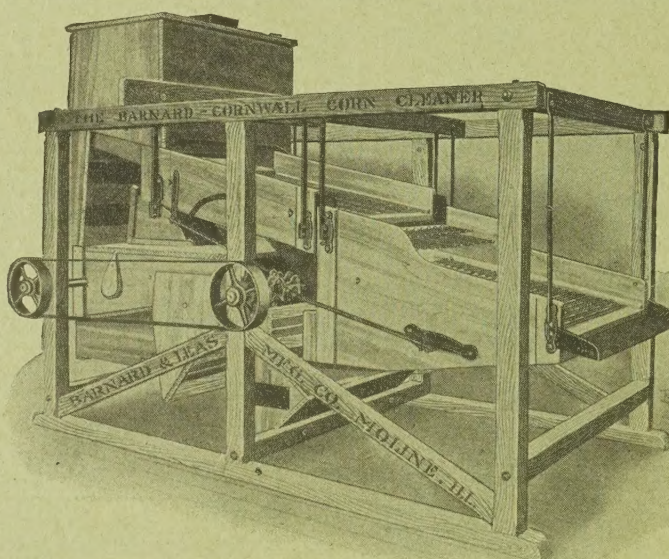
The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counterbalanced shaker, two air separations and the latest style feeder.

*The First
of the
Sieve
Corn Cleaners*



*Always
the Leader
in Capacity,
Efficiency
and Durability*



The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

BARNARD & LEAS MFG. CO.

**MILL BUILDERS AND
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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

WESTERN

You be the Judge

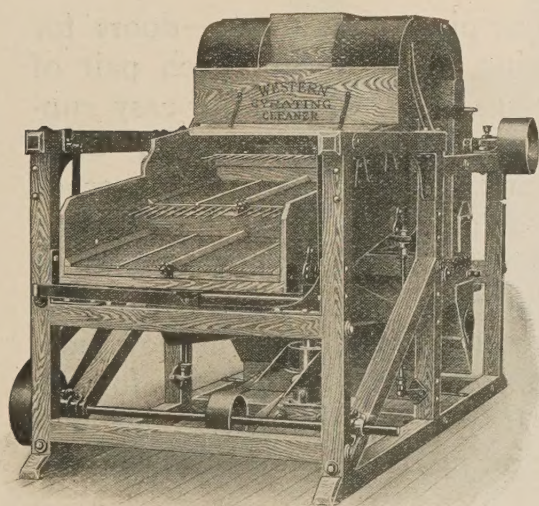
And after you have investigated all the types of grain cleaners and made comparisons, the various features found in the Western Gyrating Cleaner will class it as a cleaner of unsurpassed value, assuring **reliability**, **durability** and **service** at all times. The records of Western operators prove this.

Sales on Western Gyrating Cleaners increased 50 per cent in the past five years, being now found in thousands upon thousands of elevators throughout the country. This is an unequaled record for the entire cleaner industry for this period which covers sales in this country as well as abroad.

The Western Gyrating Cleaner handles grain of all kinds better and cheaper than any other cleaner of equal capacity. There are two distinct movements, rotary and oscillating. The improved patented adjustable finger screens are non-chokable and are always clean and open, assuring a quick and perfect separation. Special screens for cleaning wheat and other small grains can be easily and quickly adjusted. It is simple, strong, built of best material, is thoroughly braced and will not wrack. It takes less room, either in floor space or height of any machine of equal capacity.

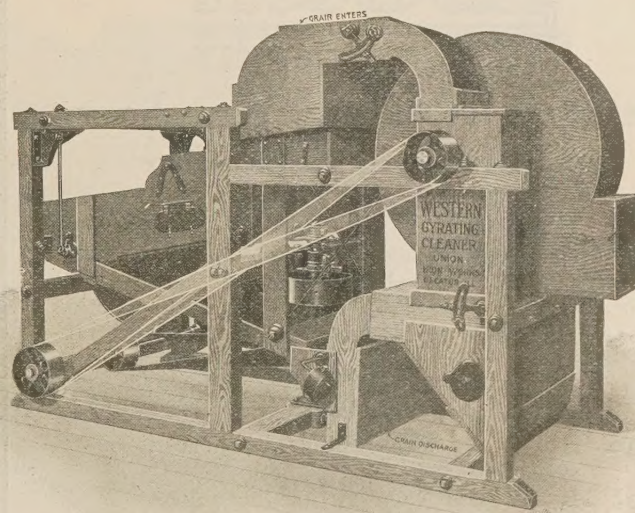
The Western Gyrating Cleaner will put your grain in condition to meet the Federal Grain Grades and bring top prices at the primary markets. Be a Western operator and enjoy the satisfaction and prosperity experienced by Western operators everywhere.

Write today for elegant cloth-bound catalogue on the famous Western Shellers and Cleaners and be convinced. Your copy has been laid aside. A postal will do.



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Built in
7 Sizes
Capacities
175 bus.
to
2400 bus.

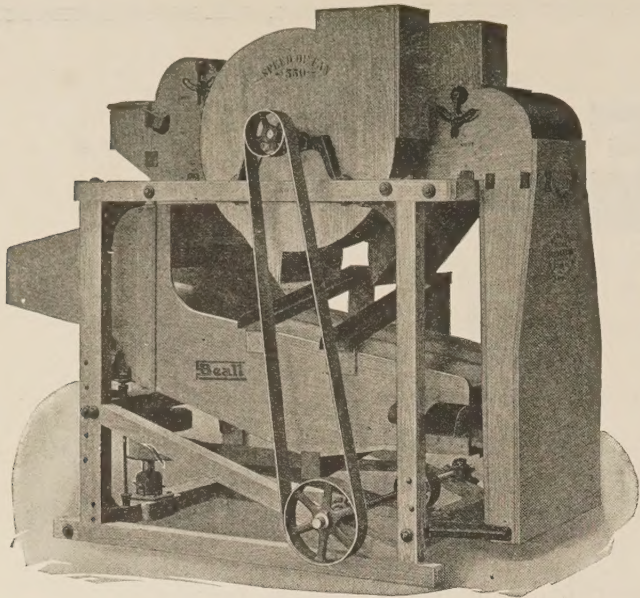


SIDE VIEW

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DECATUR ILLINOIS U.S.A.

Complete line of Shellers and Cleaners kept at 1221-23 Union Ave. Kansas City, Mo.



Built in Ten Sizes

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Your equipment for cleaning grain must be of a type that will insure service, reliability and economy. These are the primary features of the Beall.

Beall
THE MARK OF QUALITY

The New Rotating Warehouse and Elevator Separator

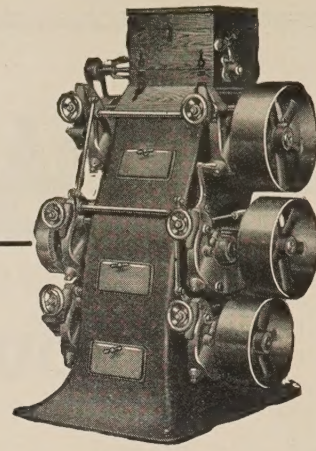
Guaranteed Without Limit

The New Beall is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

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- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
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You Need This Mill

for grinding feed, table corn meal, pearl meal, linseed meal, etc.

N. & M. CO. THREE PAIR HIGH MILL

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side. See book on Mills, No. 1290, for details. If you haven't got it, we will send it on request.

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Ask for
Catalogs
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America's Leading Mill Builders



The Wonderful Sidney Record

Let us send you the record of results procured by operators of Sidney Shellers. They will show you that Sidney Shellers still lead the leaders and will assist you in your selection of a sheller that will be a source of profit to you. Sidney Shellers are not the product of a business that has sprung up to meet a need or to grasp an opportunity. They are the development of a business that for over half a century has been noted for pioneer work in building corn shelling and grain handling machinery.

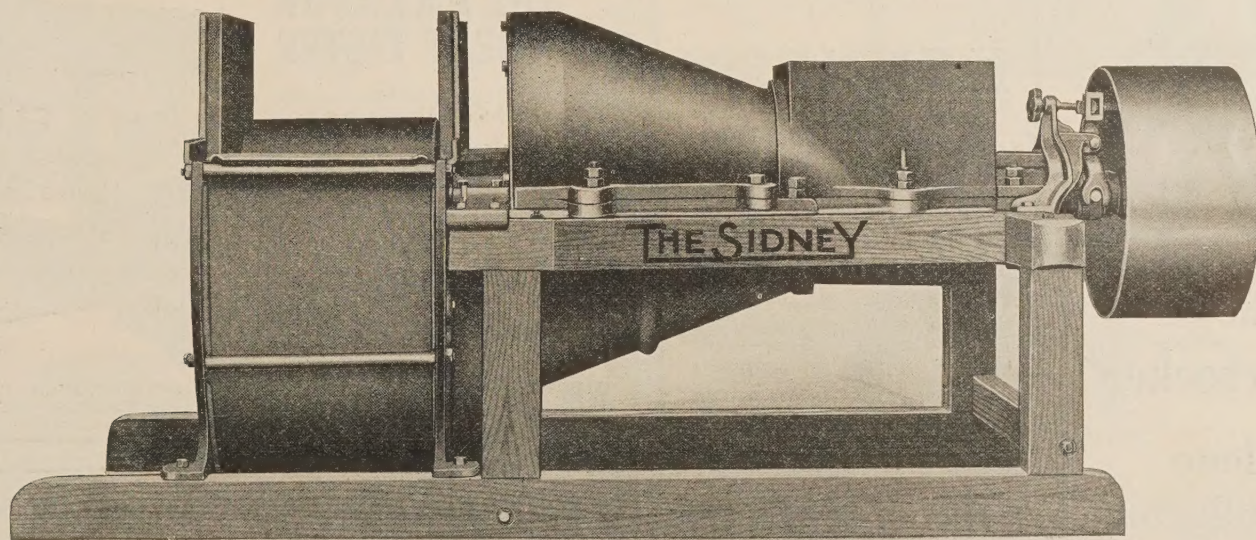
We have studied the need of the elevator operator and have perfected a sheller second to none. It is made by the largest corn sheller manufacturers in America. Its perfection is due to the genius of the Sidney engineers whose many achievements in grain handling machinery have been a source of profit to elevator operators.

Sidney success has been due, first to Sidney quality and next to the appreciation of the fact that any corn shelling apparatus reaches its highest efficiency when perfectly adapted to the work it has to do. That is the underlying principle.

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Sidney Shellers are built for durability, reliability and service. All parts are chilled, insuring durability. They are provided with an adjustment on cylinder shafts so that the shellers can be adjusted to different conditions of corn. They are heavy and well made, with capacity of 125 to 1,000 bushels per hour, and no sheller is overrated. Every sheller is fully guaranteed to be first class in every respect and to give entire satisfaction.

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The story of Sidney Shellers and Cleaners and the great organization behind it is interestingly told in "The Sidney Book". Write for it today.

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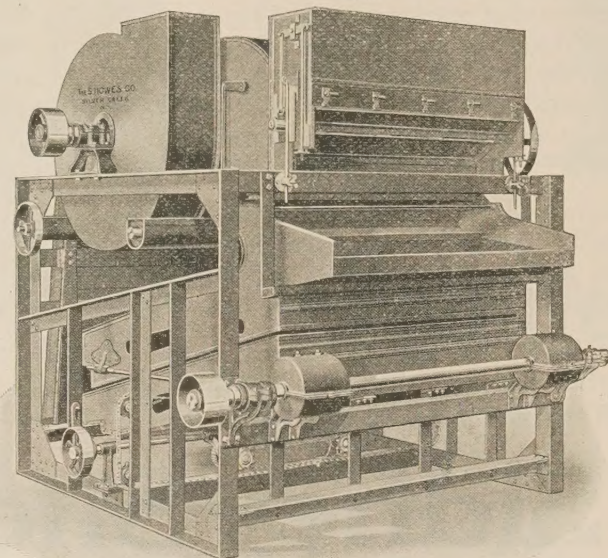
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SIDNEY, OHIO

Modern Grain Cleaning Machinery

**Fireproof
All Steel Construction**
for
cleaning all
kinds of grain



**Standard
Wooden Construction**
Suitable
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Heavy Duty Type

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**Cyclone
Dust Collector**

Saves Half the Power

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are unknown to the grain shippers
who use

KENNEDY Car Liners

Enormous Increased Sales prove
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The Kennedy Car Liner

is the only device offered the grain
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Proof. Cheap—Modern—Profit-
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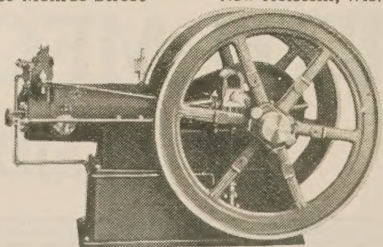
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KEROSENE ENGINES cut your Fuel Bills in Two
Famous for great Fuel Economy with
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The Sumter Built-in, Gear-Driven Mag-
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Built in all sizes

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Determine the Exact Dockage of Every Load of Wheat

THE EMERSON WHEAT TESTER

eliminates all guess work in dockage and
saves all the wheat.

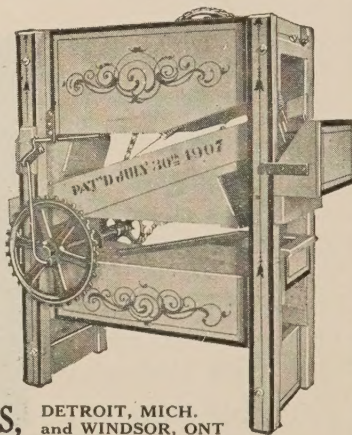
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USING THIS TESTER

It is the most convenient and satisfacto-
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Each machine is sold with an absolute
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The saving in wheat, time, mistakes and
money soon pays for the EMERSON
TESTER. Write today for further par-
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WM. H. EMERSON & SONS, DETROIT, MICH.
and WINDSOR, ONT



They All Point to the Bowsher

A mill that will crush or grind ear corn (with or with-
out shucks), Kaffir in the head and all kinds of

A mill that has conical shaped grinders—which do
the work close to the center of the shaft, thus ef-
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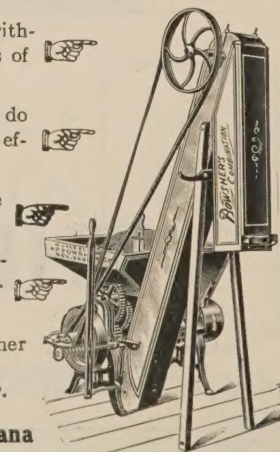
A mill that can run empty without injury, as the
grinders will not strike together.

A model feed mill, light running and handy to oper-
ate; different from all others. A complete inde-
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These are a few of the many reasons why the Bowsher
is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana





Elevator Screw Conveyors Buckets

Salem Buckets fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

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CHICAGO, 17th St. and Western Ave.
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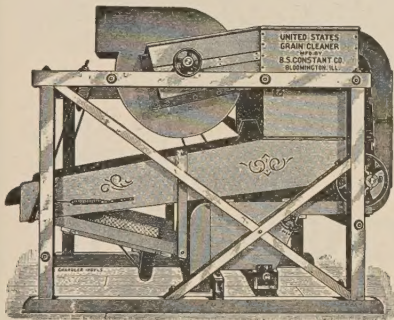
Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

H. W. Caldwell & Son Co.

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NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.



THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
Balanced Eccentric.
Five Separations and
All the Corn Saved.



The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.
Easiest and safest.
Adjustable Brakes
which we guarantee.

State distance between floors and get our
Net Price

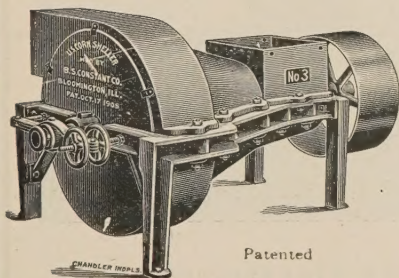
U. S. Corn Sheller

Fan Discharge,
over or under, right or left hand.

Iron or Wood Frame.
No Lower Hoppering.
Cheapest Installed.
Quickest and Cheapest Repaired
of any Sheller on the market.

Send for a Catalog.

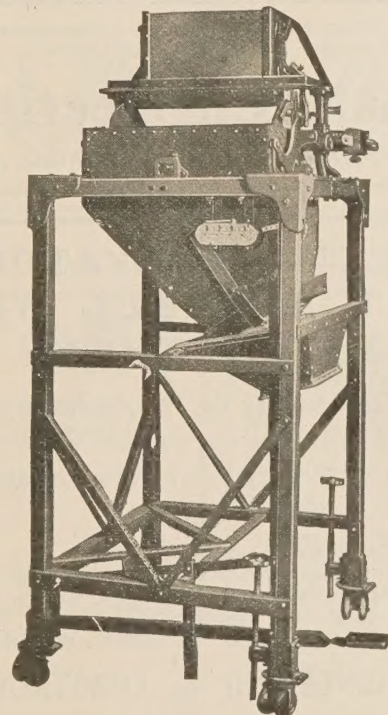
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Bloomington, Illinois



NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables
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or
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West Pullman, Chicago, Illinois

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Established 1878. Alton, Illinois

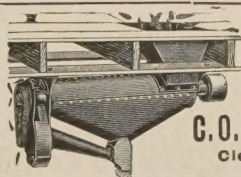
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Grain Insurance for short terms a Specialty.

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Western Department: Rollie Watson, Mgr.
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Power
Corn Sheller

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A "WANT AD" in the "AMERICAN
ELEVATOR AND GRAIN TRADE" will
do the business.

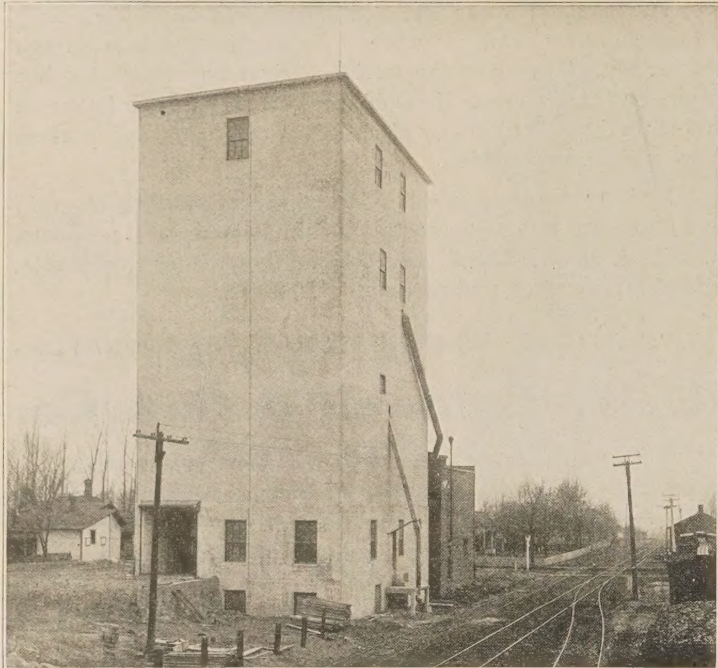
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Show the value of any number of bushels or pounds of
WHEAT, RYE, OATS, CORN OR BARLEY
at any given price from 10 cents to \$2.00 per bushel.
One of the most useful books ever offered to millers.
Indorsed by prominent millers and grain dealers.
Bound in cloth, 200 pages. Mailed on receipt of price.

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Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.

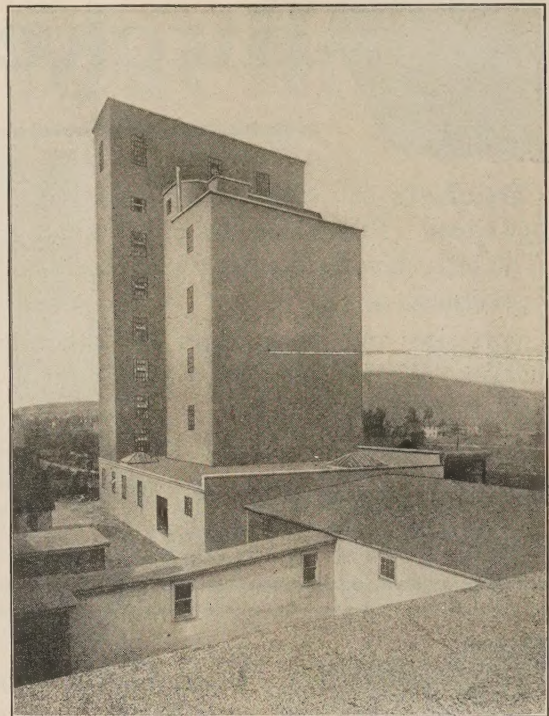
**Transfer Elevators
Terminal Elevators
Country Elevators**



Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

Macdonald Engineering Co.
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Elevator, Feed Mill and Warehouse recently completed for E.W. Conklin & Son, at Binghamton, N. Y.



Fireproof Construction Elevators, Mills and Warehouses. We prepare plans and make lump-sum price for the complete work.

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BUILD THEM**

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Our long experience as a builder of elevators insures you an up-to-date house. Write today.

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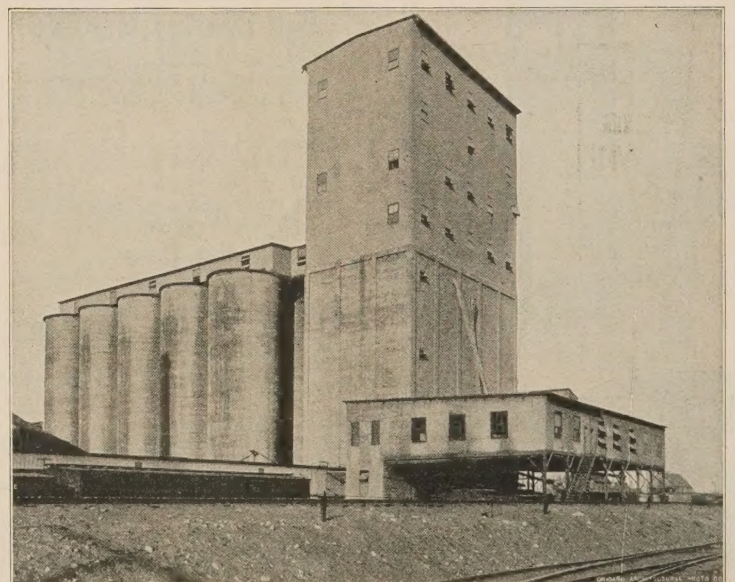
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Reinforced Concrete Elevator of the Northwestern Malt & Grain Co., Chicago

Capacity 650,000 Bushels

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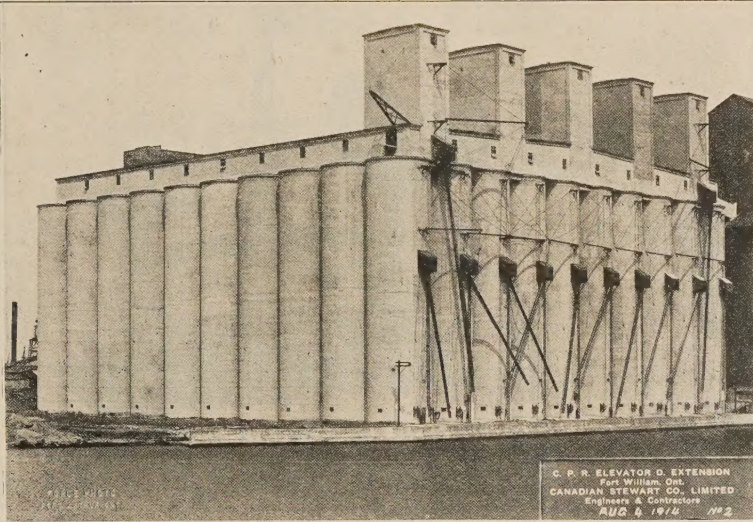
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Mobilization in Grain Elevator Construction

It requires **method, order, preparedness** to mobilize a force of workmen capable of constructing the 4,000,000 bushel elevator shown in our illustration.

We will start a campaign at any time on suspicion, or on receipt of your inquiry. Send us your ultimatum.



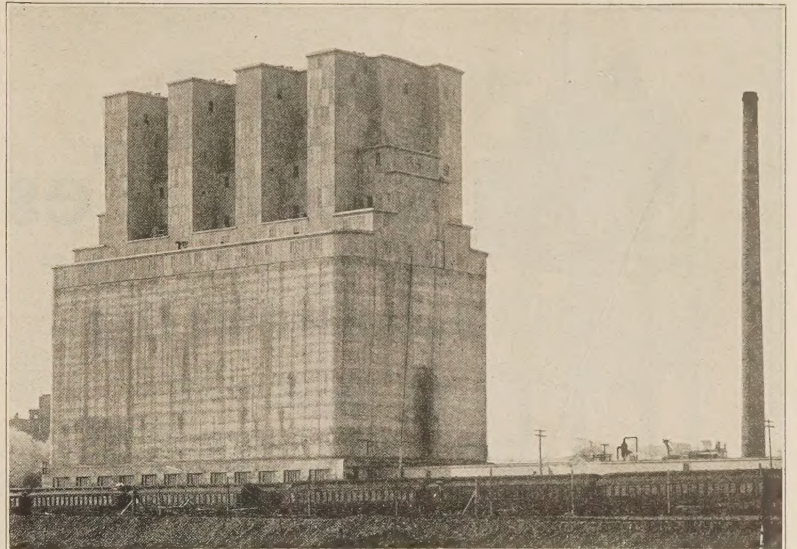
The 100 tank, 4,000,000 bushel capacity Canadian Pacific Railway Elevator D Extension at Fort William, Ontario, Canada

We Build Elevators, any type of construction in any part of the world.
W. R. SINKS, Manager. R. H. FOLWELL, Engineer.

JAMES STEWART & CO.
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.



New 1,000,000-Bushel Terminal Grain Elevator, Built for the Canadian Pacific Railway, West St. John, N. B.

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PLANTS—RAILWAY BUILDINGS
TERMINAL AND STORAGE
GRAIN ELEVATORS**

JOHN S. METCALF CO., Limited.

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Contractor, Designer and Builder of

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Wood, Concrete or Steel

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INDIANAPOLIS INDIANA

GRAIN ELEVATORS

built from our designs and by our force of workmen
are strong, substantial and economical in operation.

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**T. E. IBBERSON
ELEVATOR BUILDER**

Corn Exchange Building

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In all climates — un-
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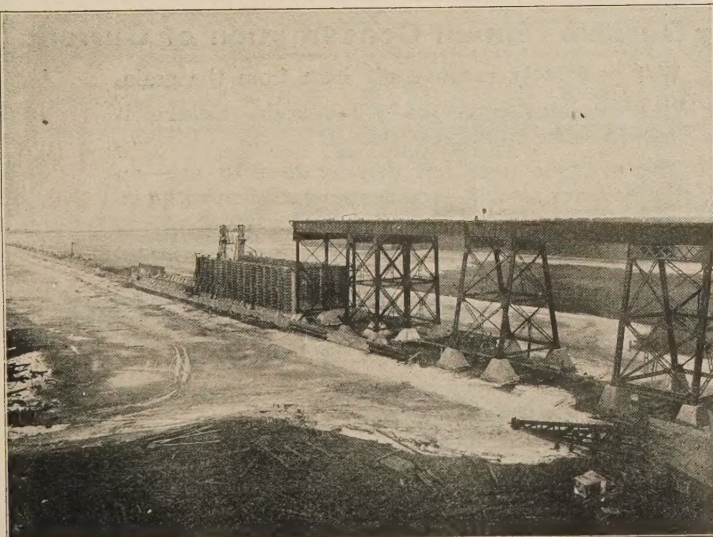
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Silica
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Made in JERSEY CITY, N. J., by the
**JOSEPH DIXON CRUCIBLE
COMPANY**

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Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

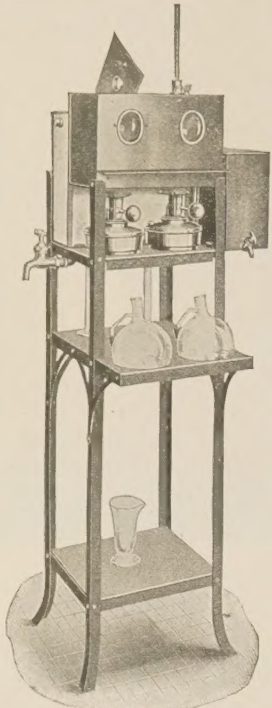
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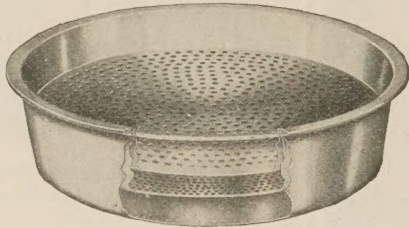
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The Original Brown-Duvel Moisture Tester. (glass flasks), conforms exactly to requirements of the "Federal Corn Grades."

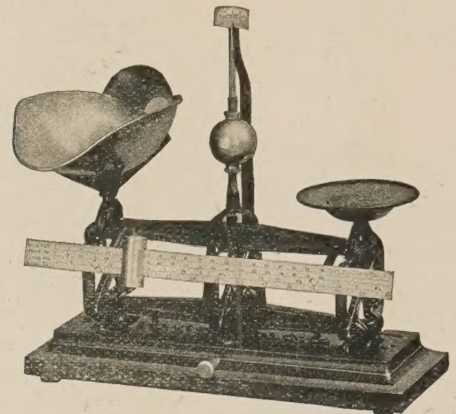
HESS

Corn Testing Specialties



CORN SIEVES

of brass, steel and aluminum; for testing corn for dirt, foreign matter, broken corn, etc., as required by "Federal Corn Grade Rules."



THE NEW TORSION PERCENTAGE SCALE

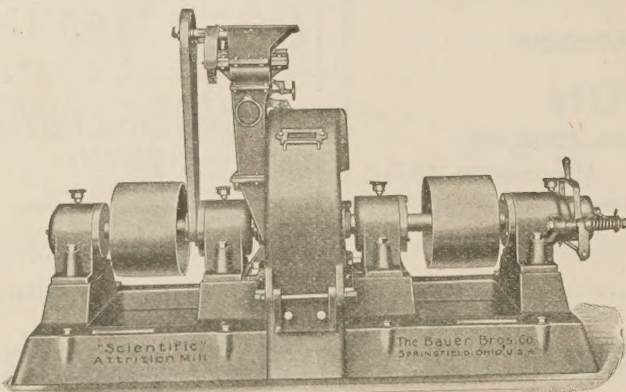
FOUR SCALES IN ONE. Weighs in grams and ounces. Indicates percentages of dirt, etc., in corn samples. Shows bushel weight of all grains.

Send for descriptive printed matter of these, also of Hess Grain Driers and OUT-DOOR GRAIN CONDITIONERS.

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Ask for free copies of Federal Corn Grading Rules — placards for walls, celluloid for pocket use.

A PERFECT "SCIENTIFIC" BALL BEARING ATTRITION MILL



Not an ordinary mill into which have been placed ball bearings, but a machine ESPECIALLY DESIGNED on a correct principle. The ball bearings are dust proof and oil tight; no dust can work into the bearings and no oil can work out. There is no friction, therefore no hot boxes.

Send for information. We will gladly send Bulletin F on request.

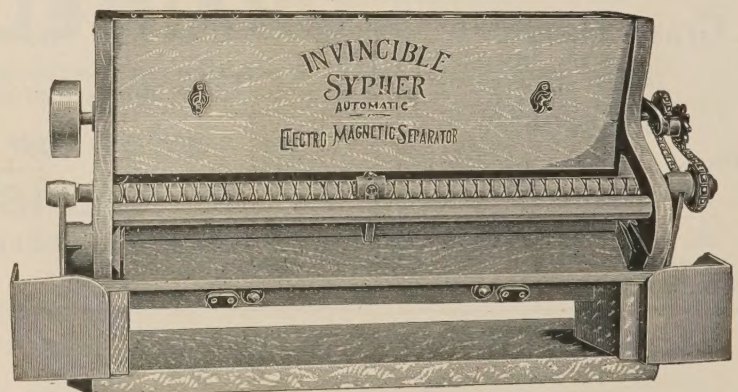
Perhaps you are not planning to buy this week or this month—nor for several months to come. But if you secure this valuable data NOW, you will have the material on file for handy and immediate reference just when you do want it badly and in a hurry.

THE BAUER BROS. CO.
SPRINGFIELD, OHIO

(Formerly The Foss Mfg. Co.)

THE INVINCIBLE-SYPHER

Electro Automatic Magnetic Separator



Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.

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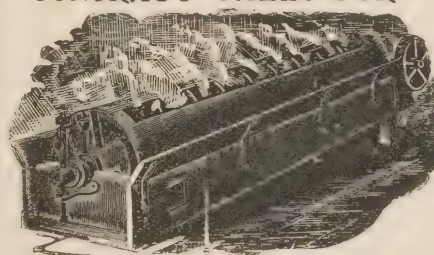
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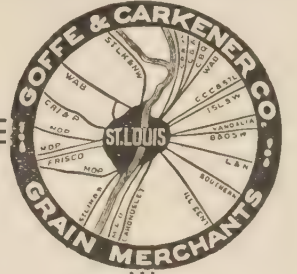
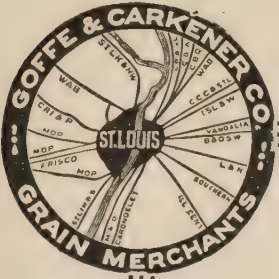
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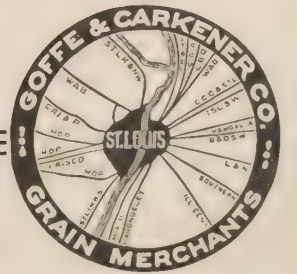
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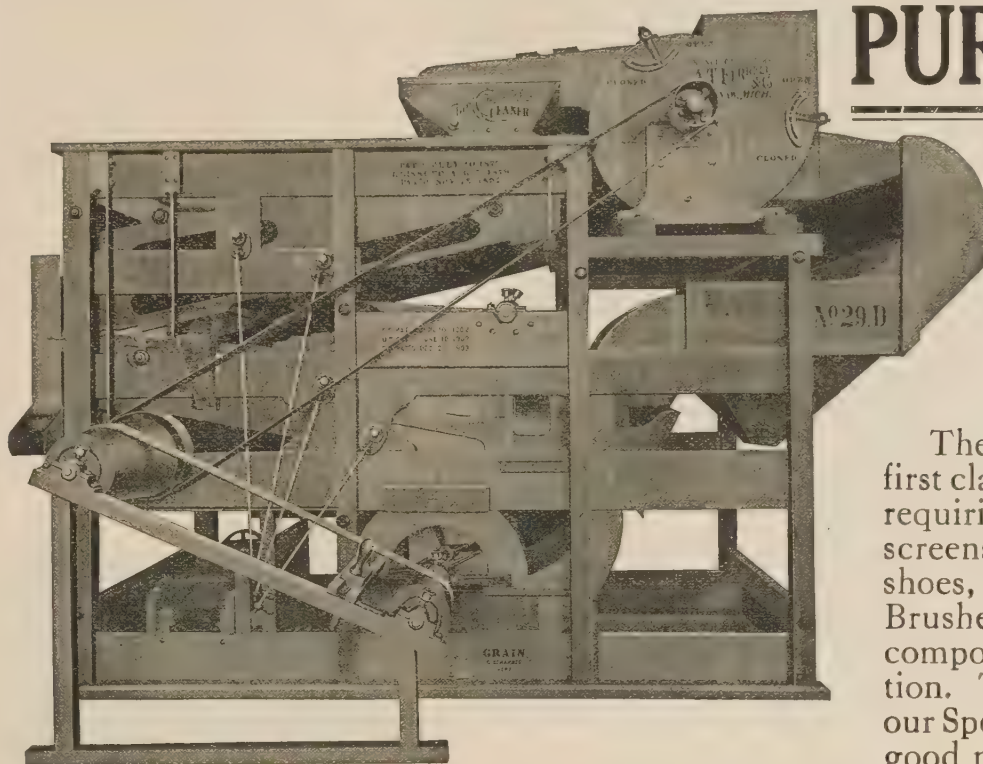
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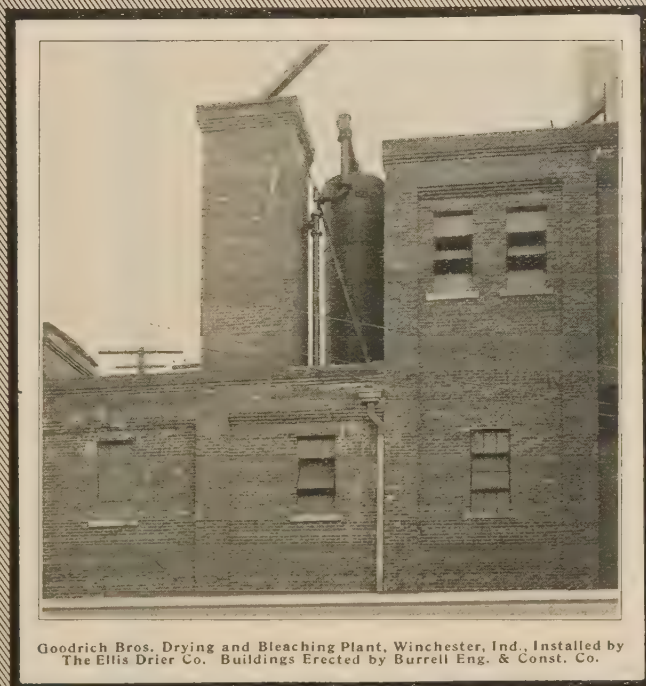
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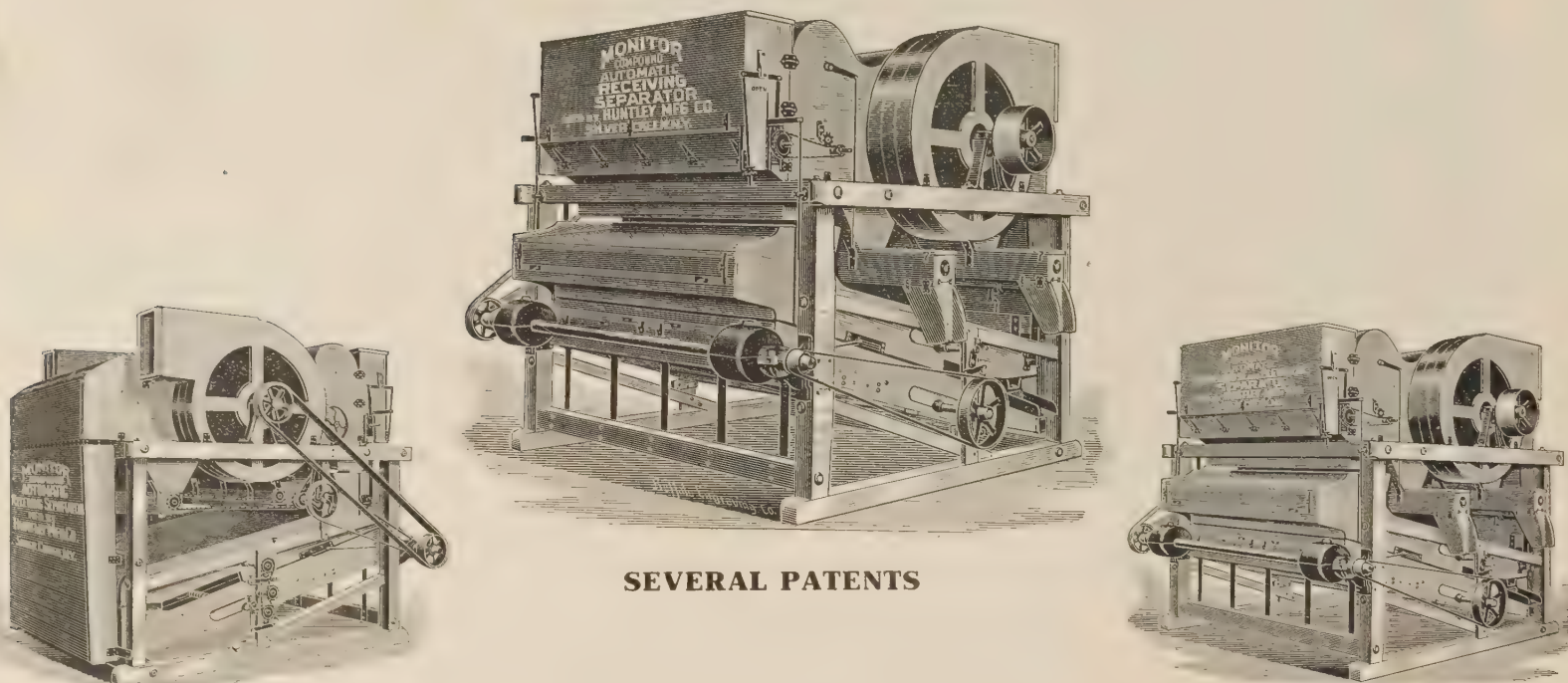
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VOL. XXXIII.

CHICAGO, ILLINOIS, NOVEMBER 15, 1914,

No. 5.

An Elevator Built in the Water

New Plant of the Niagara Grain & Feed Company at Port Colborne, Ont., Erected in Lake on Solid Rock Bottom—
Large Handling Capacity and Efficient Feed Milling Machinery Principal Points of Interest
Aside from the Elevator's Novel Construction

THE Niagara Grain & Feed Company's new elevator and feed mill at Port Colborne, Ont., is located only a few hundred feet north of the big Canadian Government Elevator, at the same port. As the Government Elevator affords adequate storage facilities at very reasonable rates, the storage capacity of the new plant was of secondary importance and the main efforts were to produce a large handling and milling capacity in the smallest building possible.

The feed mill stands out in the lake in 12 feet of water, alongside of a railroad embankment made up of broken stone. As the water flows practically unhindered through this embankment a coffer dam could have been built only by cutting the embankment in two places, which would have meant an expense entirely out of proportion with the cost of the proposed building. It was therefore decided to construct the building in the open water. This method of construction made it desirable to limit the area of the building to the smallest possible, and to make the building as high as advisable, as the usual limitations of the bearing capacity of the soil required no consideration by the engineers since the lake bottom at this point was solid rock.

The elevator and mill proper has a floor area of only 24 x 36 feet and is 107 feet high measured from the basement floor to the peak of roof. The basement floor is one foot above the extreme high water level and 18 feet above the rock level.

The mill building is of reinforced concrete construction throughout. As the foundation walls and piers had to be cast under water, and being exposed to the drift ice in the spring the same were built considerably heavier than otherwise would have been necessary. They were, furthermore, anchored to the bottom by means of a number of 1½-inch rods that were drilled from 12 to 18 inches



NEW ELEVATOR OF THE NIAGARA GRAIN & FEED COMPANY, PORT COLBORNE, ONT.
Designed and Constructed by the Stephens Engineering Company, Chicago, Ill.

into the bed rock. The building being very tall in proportion to its girth and standing in a very exposed location, special care was taken to provide for the wind effect.

The building contains four bins 50 feet deep with a capacity of 2,500 bushels each, an upper set of six bins with a capacity of 1,200 bushels each, and a lower set of six bins with a capacity of 650 bushels each, or a total capacity of approximately 21,000 bushels.

On the east side of the mill is the track shed. The grain is received from the Government Elevator in specially constructed box cars with a dump bottom. The grain runs out of the car by gravity

into the receiving hopper from where it is elevated to the top of the building and weighed. From the scales the grain runs through a receiving separator, from which it can be deposited in any of the bins by means of a screw conveyor. A system of stationary spouts makes it possible to reach the various bins directly from the scale in case no cleaning is required.

In the story between the upper and lower set of bins are the Sprout, Waldron & Co. Mills with their magnetic separators, spouting, etc. The total grinding capacity at present is 700 bushels per hour. The ground and crushed material is discharged into the lower set of bins from which it runs through a system of Gauntt Feeders to the mixing conveyor at the end of which conveyor it is sacked and weighed.

At the north end of the mill is a warehouse 28 feet square supported on concrete piers extending and anchored to the bed rock, as above described. The warehouse floor is on the same level as the first floor of the elevator and approximately 10 feet above extreme high water level and four feet above the base of rail. The warehouse superstructure as well as the track shed

is of steel frame construction covered with galvanized corrugated steel. A sectional bag conveyor, in the warehouse carries the bags from the scales directly into the cars.

Provisions have been made for additional mills and for machinery for special cleaning processes, also for double drum car puller, power shovels, etc., which machinery will be installed in the near future.

This makes the cost of the handling very low, the total amount of power for the elevating and conveying machinery being only 22 connected horsepower, as compared with 125 horsepower for the milling and cleaning machinery.

Getting Rid of an Unnecessary Loss

Leaking Grain Cars from the Carriers' and the Shippers' Viewpoint—The Carrier Advocates Higher Rates or Sacked Grain—The Shipper Urges Spending Some of Claims Money on Repairs

By G. D. CRAIN, Jr.

THE loss that accrues from the use of defective railroad equipment is one that is not only personal, reducing the profits of an individual shipper or the carrier, but it is economic, falling upon the entire community, for the reason that the grain itself is entirely wasted and a value is destroyed that cannot be replaced. The problem of reducing the shrinkage of weights resulting from this source should be regarded not only from the standpoint of shifting the burden from the dealer to the railroad, but also with an eye to eliminating it entirely, and thus getting rid of a waste that everybody helps to pay for.

The loss in weight under proper conditions should be less than one-tenth of 1 per cent, according to authorities in the trade. That it is more than this amount is a common experience of many shippers, especially country dealers whose stations are not sufficiently important to cause the railroads to make any provision for cooping defective equipment, in case attention is called to it after the car is placed. This results in constant claims being filed by the shipper or receiver—depending of course on who is the "goat" in the case of a loss—and the railroads themselves are in hot water all the time as a result of the leaks.

A prominent traffic official said to the writer recently that the burden had become almost intolerable.

"We are overwhelmed with claims," he declared, "and grain concerns seem to think that the profits in hauling their commodity are so great that any kind of claim can readily be paid. It has been suggested seriously by a number of grain-handling roads in the West that the rates for bulk grain be increased so as to encourage shipping exclusively in sacks. It is probable that it would be difficult to get such a change made, but it would be a just discrimination, for handling grain in bulk undoubtedly imposes risks and losses on the carrier which should be compensated by an increased rate.

"The grain shipper sometimes forgets that it takes a 100 per cent perfect car to convey his commodity, and that a car that might do for anything else under the sun would be defective from the grain shipper's standpoint. That in itself is ample proof of the fact that it costs more to handle grain in bulk, and that it is worth more than it is to handle it in sacks."

That is one side of the argument—showing the tendency of the railroads to regard the claims of shippers as unreasonable, simply because they are large.

In many of the larger markets, of course, the problem is practically controlled by providing special facilities for cooping. If a car is delivered at an elevator and is found to be defective, the fact is noted and the employees of the railroads proceed to make the necessary repairs, material for this purpose being carried at the elevator to be used when required. In this way all that the elevator has to do is to use due precautions to see that a car is in good order before attempting to load. Elevator men say, however, that frequently the carrier places a car that is entirely unfit to be used and it is only by adopting a rigorous policy of turning down defective cars that the proper standard is maintained. It is thus apparent that human nature, which follows the line of least resistance in the railroad business as elsewhere, is responsible in many cases for attempts to force the use of rolling stock that ought to be in the shop instead of on the road.

It is the country shipper, however, on whom the load falls most heavily, for the reason that in many cases he is forced to take what he can get in the way of equipment, and is not in a position to reject cars. He may have a shipment that has to go out,

and he cannot afford to wait days or perhaps weeks for another and better car to be placed on his siding. He has not the volume of business and the importance, from the standpoint of the carrier, which are the attributes of the big elevator company; also, if he is at a local station where there is no competition for his business, the carrier seldom finds it desirable to resort to the painstaking efforts that are used to take care of the metropolitan concern, with a belt line giving him access to every road.

"The average dealer out in the country," said a well-known grain man, "has to do the best he can with what he can get. The railroads seem to be trying to get along at present with as little repair work as possible, and place a lot of cars that should never be offered for handling grain. What is the shipper to do? He must have the equipment, and he doesn't know that if he rejects the car he will get a better one, and in the meantime his business will suffer because of the delay involved. He coopers the car as well as he can, trying to prevent leaks as far as possible; but he has not the material nor the skill in many cases to put the car in perfect condition. Thus he is compelled to load it, knowing that there will probably be leaks and weight shrinkage that somebody will have to pay for."

A large grain concern which buys a lot of corn and oats direct, having its own agents, has given this question much study, and has found a means to insure the collection of its claims promptly. If an agent receives a car which is not in good order, it is not turned down, but an effort is made to put it in reasonably good shape. However, the condition of the car is noted and a report sent in to the office showing the defects. When the car is received, if a discrepancy in weight is evident, the grain concern knows what caused it and is in a position to file a claim. It reports that it has collected practically all of them.

"We don't enjoy filing claims," said the head of this concern, "because it means tying up our money for a longer or shorter period and forcing us to go to trouble and expense to get what belongs to us. But there is nothing else to do. We can't have our shipments held back every time a poorly coopered car comes along; in fact, if we insisted on getting perfect equipment for handling our grain we wouldn't do much business. The carriers, it seems to me, should see that, especially as a minimum claim is for \$2 or \$3, and it would probably not cost that much to put a car in good order. If the carriers would take the money that is being paid out in claims and put it into repair work on their equipment, it would save shippers a lot of trouble and would make money for the railroads."

On the other side of the proposition is a statement made by an Eastern periodical which seems to lean toward the railroads:

"There are many shippers who think it more profitable to file claims for shortage and wait for a doubtful settlement than they do to properly cooper the cars placed at their station for loading."

In view of the comment above, this is hardly a fair statement of the situation. The shipper does cooper the car to the best of his ability, because he certainly sees no possible profit in waiting for the railroad to act on his claim, which, according to this statement, is of doubtful value; but the average grain man is not an expert car repairer, and if he fails to stop every leak in the car it should not be charged that he preferred to ship his grain in equipment that he knew would not carry it intact to its destination.

Thus far most of the discussion pro and con has been, as suggested at the beginning of this article, mostly in the direction of shifting, and not eliminat-

ing, the burden. The railroads don't want to pay claims and the shippers don't want to absorb the losses. Both attitudes are quite natural; but it is apparent that the only real solution of the problem lies not in contention of this kind, but in the adoption of a better system of inspection and repairs by the carriers. There would probably be more satisfaction to themselves in this plan than in endeavoring to increase rates on grain shipped in bulk.

ARBITRATION DECISIONS

Two new cases have been decided by the Committee on Arbitration of the Grain Dealers' National Association. In the case of *Dan Joseph Company vs. J. B. Horton and Co.*, the plaintiffs make claim for \$25 or one-half cent per bushel on five thousand bushels of oats. The plaintiff's claim is based on the contention that the defendants did not stipulate in their original offer any particular time for acceptance to reach them, and that therefore the offer was in force until cancelled and that they (the plaintiffs) were within their rights in filing an acceptance one hour and fourteen minutes after receipt of the offer. For these reasons they claim the oats should have been booked on the original offer. The evidence shows that there were three hours and nine minutes between the time of sending offer and receiving acceptance. Defendants refused to book the oats and the exchange of several wires resulted in the oats being booked at a fraction of a cent higher than the original offer and the difference left to the Committee on Arbitration for adjustment. It is the opinion of this committee that an offer by wire need not contain any provision as to time for its acceptance to make it compulsory on the part of the party receiving it to file a prompt wire acceptance; and if acceptance is not filed promptly, it becomes the privilege of the party receiving to confirm or reject it. One hour and fourteen minutes between receipt of an offer and the filing of acceptance. Therefore, it was decided that Dan Joseph Company had no claim against J. B. Horton and Co. and that Dan Joseph Company pay the costs of the arbitration.

In the case of *Wallingford Bros. of Wichita, Kan., vs. Quinn-Shepherdson Company of Minneapolis, Minn.*, the plaintiffs make claim for \$2,099.41 with interest from January 1, 1914. The plaintiffs base their claim on the fact that sixteen cars of corn arrived at destination out of condition and for this reason were resold or allowances made, resulting in a loss to the amount of their claim. The defendants made a counter claim for \$838.83 with interest from December 19, 1913, claiming this amount was due them on the same contracts and shipments on which the plaintiff's claim is based. The case was decided by the Committee on Arbitration, who found that the evidence does not show that plaintiffs were negligent in handling the corn after its arrival at destination. Under the terms of the contract, the plaintiffs were within their rights in diverting to other points those cars billed to Emporia or McFarland, Kan., and defendants were responsible for its condition on arrival at points to which it was diverted, unless plaintiffs caused delay at diverting point and the evidence does not show any such delay.

As to defendants' contention that they should have been permitted to file claims for losses with the railroads and that they did not receive proper notice of some of the losses, the Committee believed that had they expected the right to file such claims and wanted to be responsible for them, they should have immediately paid to the plaintiffs the losses established. From the evidence it was also found that while defendants instructed plaintiffs to handle the first two or three cars of hot corn to best advantage for defendant's account, they refused to give such instructions on the other cars, and by such refusal forced plaintiffs to make best disposition possible of the corn, which the plaintiffs did. The Committee ruled that the Quinn-Shepherdson Company pay to Wallingford Bros. \$1,654.50, with interest at six per cent from January 1, 1914, till date this award is paid and that Quinn-Shepherdson Company pay the cost of the arbitration.

Work of Grain Standardization Office

Some of the Investigations that Have Been Conducted by the Government Experts and Their Effect upon the Grain Trade in General

BY WALDON FAWCETT

SEVERAL important new lines of investigation recently undertaken by the United States Office of Grain Standardization are calculated, as they develop, to impress grain handling and elevator interests, as nothing has heretofore done, with the value and importance to the trade of this branch of the Department of Agriculture. However, the grain

Decatur, Ill.; Kansas City, Mo.; New Orleans, La., and Portland, Ore.

One of the most valuable lines of work of the Grain Standardization Office and one in which the grain trade organizations have given great assistance, is that involving the establishment of definite grain grades on the basis of intrinsic value. The work which was first undertaken in 1907, or within one year after the Grain Standardization Office was established, is carried on at Washington and at the various grain markets and ports throughout the United States. It has as its object the determination of the relative value of different factors in grading commercial grain and the formulation of rules and specifications for standard grades of commercial grains. It was as a result of this undertaking that there were established the grades for corn which went into effect July 1, 1914. Investigations relating to the establishment of grades for grains other than corn are in progress and it is planned to push work on wheat and oats during the coming year.

In all the grain growing and rice growing sections of the United States there is now in progress an investigation of the effect on grade and commercial value of farm methods of harvesting and handling grain. The object is to improve the methods of harvesting and handling grain on the farm and the work of the Grain Standardization Office will include milling tests of wheat to show the effect of farm methods on the quality of flour. With the co-operation of grain growers there has been practical demonstration of improved methods of shocking, stacking, cribbing, thrashing and cleaning grain on the farm.

Elevator men are being enlisted, so far as possible, in a campaign to improve the methods of handling and grading grain at country elevators. This work is being carried on, for the most part, in the grain belt of Illinois and in the wheat sections of the Middle and Northwestern States. The investigations so far made in furtherance of this move-

ment show that the bulk of the grain marketed by farmers in the grain belt has a high moisture content. Discrepancies have been found in grading like classes of grain at different markets and it has been discovered that in the case of corn the section of the country to which the corn is shipped has important bearing on the quality and condition on arrival at destination.

Tackling the opposite end of the same proposition the grain experts in the service of the government are likewise investigating the existing methods of handling and grading grain in terminal markets with a view of placing grading on a definite and uniform basis. The co-operation has been sought of grain inspection departments, grain dealers and elevator companies, at all the larger markets



AN EXPERT OF THE GRAIN STANDARDIZATION OFFICE INSPECTING CORN

trade has had reason for some time past to appreciate that Uncle Sam's Grain Standardization Bureau is not at all one of those government institutions that concerns itself merely with the theoretical and the scientific but on the contrary aims at research work which will prove of practical benefit to the commercial interests.

Considering the fact that the maintenance of the Office of Grain Standardization costs the national government the comparatively modest sum of \$76,000 a year the outlay for this work must be accounted one of the most profitable investments made by Federal authority. The grain standardization work which is in charge of Dr. J. W. T. Duvel and a corps of assistants is under the general jurisdiction of the U. S. Bureau of Plant Industry, one of the main divisions of the Agricultural Department with which readers of the "American Grain Trade" are familiar by reason of the fact that it also embraces seed-testing operations and other activities that touch the grain trade directly or indirectly.

In a general way the Bureau of Plant Industry studies plant life in all its relations to agriculture. All the work of the Bureau is conducted on the project plan, each of the twenty-nine distinct groups, of which grain standardization is one, being arranged or grouped on the basis of closely related lines of work whereas the various group projects are further divided into individual projects. The Grain Standardization Office has the direction and supervision of all investigations relating to grain handling, grading and transportation of grain and the fixing of definite grain grades. It has the co-operation in this work of the Bureau of Chemistry and Bureau of Animal Industry in the Department of Agriculture, the War Department, the Isthmian Canal Commission, the North Dakota Agricultural Experiment Station and various commercial bodies. The headquarters of the grain standardization work is in Washington but laboratories are also maintained at Baltimore, Md.; Chicago, Ill.; Fargo, N. D.;



TAKING A TEMPERATURE READING ON BOARD A GRAIN CARRIER BOUND FOR EUROPE

throughout the country. The officials justify their efforts in this direction by the declaration that they have found grading at Baltimore, Chicago, Kansas City and New Orleans to be on an entirely different basis and that furthermore there is not even uniformity in the same market at different seasons of the year. As indicative of the spirit in which



WIRING A GRAIN CAR FOR ELECTRICAL RESISTANCE THERMOMETERS
A Preliminary to a Recent Shipment Dispatched from Illinois to New Orleans.

the grain trade is receiving this particular line of "missionary work" on the part of the government it is cited that the moisture tester developed by the Grain Standardization Office is now used by the principal grain exchanges in the larger markets.

One of the significant lines of investigation of the Grain Standardization Office which has been carried on for years, but the results of which have not yet been made public, aims to determine the quality and condition of American export grain at the time of loading and at the time of discharge at European ports. Cargoes have been sampled at the time of loading and discharge; the temperature in the grain hold registered enroute, etc. Already as a result of reforms which have been made possible through the disclosures presented there has been a material lessening of complaints from European buyers of American grain, relative to the bad condition of grain on arrival; mixtures, etc., etc. While giving attention to our export grain the government does not omit scrutiny of grain imported into the United States and it was as a result of the investigations of the Department of Agriculture that it came out that much of the oats imported is of poor quality.

The deterioration of grain is, of course, one of the big problems of the industry and is one with all the aspects of which the Grain Standardization Office is grappling. One horn of the dilemma is found in the deterioration of export grain during transit in steamships and the efforts of the government experts are being directed to determine what changes take place in the grain during ocean transit. Already, it has been disclosed, say the Federal investigators, that inferior quality and high moisture content in corn at the time of loading will invite damage in transit. The investigation of the deterioration of grain in storage and during transit in cars will perhaps come even closer to the interests of the whole grain trade. Already, in this sphere, the causes of much loss from deterioration



ONE GOOD WAY NOT TO STORE CORN
A "Horrible Example" in Iowa Discovered by Government Officials.

have been determined. For instance, oats storage experiments have shown that ventilation has considerable influence on keeping qualities. A kindred line of research which the Grain Office has under way seeks to sense the keeping qualities of grain as influenced by various kinds of storage bins. The

desire has been to determine the relative value for the storage of bulk grain of the various sorts of storage bins and elevators and the probers as the result of investigations conducted at Baltimore and Chicago seem inclined to decree the superiority of wooden bins over concrete bins.



THE HEAD OF THE GRAIN STANDARDIZATION OFFICE AND HIS PRINCIPAL ASSISTANTS

Standing (Left to Right)—W. J. O'Loughlin, Philip Rothrock, John H. Cox, H. J. Besley, S. M. Jeffers, Geo. H. Baston.
Sitting (Left to Right)—E. J. Boerner, W. P. Carroll, Dr. J. W. T. Duvel, E. L. Morris, C. A. Russell.

During the past few years the Grain Standardization Office has been spending several thousand dollars a year in an effort to determine the amount of shrinkage in grain while in storage and transit. Grain containing various percentages of moisture has been under observation and the investigations at New Orleans, Baltimore, Chicago and elsewhere show that the moisture content together with the temperature of the air and general atmospheric conditions are mainly instrumental in determining the amount of shrinkage. Greater shrinkage has been

purities result in lowering the color and texture of bread loaves, a quest has been formally entered upon to determine the influence on market value of the impurities which are mixed with grain at the time of threshing and marketing.

The invention or development of special apparatus for grain grading is one of the ambitions of the Grain Standardization Office and that some progress is being made in this direction is evidenced by a number of slight improvements in the apparatus heretofore in use and by the evolution of a special flask for determining moisture in flour. Some of the scientific work of this branch of the government will also bring returns in dollars and cents to the men who are in the grain trade as a means of livelihood. For example one present-day object of Uncle Sam's grain sharps is the development of simple laboratory methods—applicable to commercial conditions—for the determination of soundness in grains.

As another means of getting a bead on grain values the government wants to ascertain the biochemical changes which take place after harvesting and during storage. Likewise is the Federal institution curious as to the changes that take place in the chemical composition of grain during deterioration. Following on in the same direction it is proposed to ascertain the fundamental causes responsible for the deterioration of grain. All molds and bacteria that might cause deterioration of grain in storage will be examined but the preliminary investigations have shown that many species of

fungi and molds commonly found in corn are destroyed at the high temperature resulting from the fermentation of corn when stored in bulk. Finally, the Grain Standardization Office will seek to compare the feeding and manufacturing value of sound and unsound grain.

ADDITIONAL STORAGE AT ST. LOUIS

It was only a short time ago that the Geo. P. Plant Milling Company of St. Louis, Mo., contracted with the Macdonald Engineering Company of Chicago for additional mill storage. The result of the contract is shown in our illustration. The milling company now has a series of twenty-one rectangular tanks located about 30 feet from the mill and affording a capacity of 120,900 bushels of grain.

The tanks are of reinforced concrete, fire proof and rest on piling supported by a solid concrete mattress. They are 84x52 feet over all, and in ground dimensions, and 140 feet high. Two tracks run through the elevators with an unloading hopper on each track. After leaving the cars the grain is taken by a receiving leg and elevated into a garner on the first floor over a 2,000 bushel hopper scale. It is then weighed and discharged into a lifter leg which takes it to the cupola whence it is spouted into any one of the several bins.

All the cleaning is done in the old elevator, into which the grain is spouted on the way to the mill. A new belt conveyor was put into the cupola of the old elevator for distributing grain into any of its



ONE OF THE MAIN PROBLEMS
A Solid Bank of Hot Corn Which Has Arrived at a Foreign Destination.

shown in grain held on track than in that shipped.

The treatment of grain has been investigated, along with the handling. Thus the artificial drying of grain has been scrutinized to secure a basis for fixing standard grade for artificially dried grain. Simultaneously there has been an investigation to determine the influence of bleaching on the value of low-grade grain. In the case of the latter no definite results have yet been attained and further tests will be made but with respect to the artificial drying of grain the Federal experts feel that they have established the fact that there is greater loss in handling artificially dried grain than with natural-dried grain. Also that there is little change in acidity, germination and chemical composition after drying.

Mixing of varieties, classes and commercial grades of grain and the effect resulting therefrom has been the subject of study during recent years by Federal authorities detailed for work at various points in the corn and wheat belts. Primarily the investigation has had to do with natural mixtures as grown but the inquisitors have also gone into the subject of the extent of mixing through careless handling on the farm or intentionally by dealers. It is expected that when the Department finally makes its report on this investigation there will be some implied criticism of elevators that mix lower grades with the higher and ship out the total as of a higher grade.

Milling and baking practice is so intimately identified with the grain trade that Uncle Sam's "grain annex" has, in its experimental work, naturally extended operations to the kindred field. It is planned to spend more than \$6,000 ere the summer of 1915 to determine the milling value of various classes, varieties and grades of wheat from the same and different geographical sections. The amount of inseparable impurities is being ascertained, along with physical appearance, etc. Investigations and special milling tests having convinced the Federal experts that the present machinery, ordinarily found in mills, does not remove impurities such as kinghead, rye, barley, wild rose, etc., in cleaning wheat for grinding, and that these im-



NEW STORAGE ELEVATOR OF THE GEORGE P. PLANT MILLING COMPANY, ST. LOUIS, MO.
Designed and Erected by the Macdonald Engineering Company, Chicago, Ill.

bins; there are also two new belt conveyors in the basement of the old elevator, one for receiving grain from cars, and the other for taking grain from any bin in the old house and delivering it to the loft leg of the new elevator. This has been demonstrated to be a rapid and efficient method of handling.

The power for operating the machinery in the new elevator is received from the mill power house by means of rope drive, to the cupola of the old elevator and thence distributed also by rope drive to the new house. The elevator heads in the new house

are driven by roller chains, the windows of the new elevator are glazed with wire-glass and there are Kinnear Roller Doors at all the track openings.

The spouting, elevator legs and scale hopper are all of steel, a circular stairway with cast iron treads extends to the top of the elevator and there is also a Humphrey Employees' Elevator for the convenience of the workmen. The elevating and conveying machinery and sheet metal work was furnished by the Webster Manufacturing Company of Tiffin, Ohio.

Fall Meeting of Ohio Grain Dealers

Progress Reported in Membership Campaign—Licensing of Grain Men Discussed—The Present Business Situation—Corn Reports from Various Sections

THE campaign begun in Ohio to increase the membership in the Ohio Grain Dealers' Association is proving very successful. Secretary McCord's report, which he gave before the regular fall business meeting of the Association, held at Virginia Hotel in Columbus, October 30, made an excellent showing as regards progress made in securing new members.

It was Corn Day and while as usual this subject was the engrossing topic, yet other matters of importance such as future legislation, a state inspection of grain, and the licensing of dealers received a fair share of consideration.

President Eikenberry of Camden called the morning session to order at 10 a. m. and gave a brief outline of some of the subjects which would come before the meeting. He thanked the members for his election as the Association's chief executive for the third term and while it was an honor unsought he felt it could not be passed over without some expression of gratitude.

Concerning the matter of the campaign for increased membership which had been arranged for at Cedar Point he said that Secretary McCord had used all the means at his disposal in working through the mails to reach dealers. He had been very successful and it was the president's opinion that a trial should be made to increase the membership in the eastern part of the state. There was

Point will remember the membership campaign which was inaugurated. We used the best efforts of our office through correspondence before starting on a booster campaign. We began with three hundred names and were successful in securing forty-nine new members and renewing the membership of fourteen old members. Today we must start on a booster campaign and booster committees should be appointed in different localities. We ought by this means to secure one hundred additional members.

"I suppose you all miss our old friend, Harry S. Grimes. He has been for the past three weeks at Johns Hopkins Hospital at Baltimore, but will soon start for home. I had a letter from him wishing us a good meeting and stating that this was the first meeting of the organization that he had ever missed."

On motion, C. E. Groce of Circleville, Fred Mayer of Toledo and J. P. McAlister of Columbus were appointed a committee to draft a resolution to be wired to Mr. Grimes expressing the best wishes of the Association to him both individually and collectively, and carrying also the earnest desire of all for his speedy recovery from his late illness.

President Eikenberry then announced the following committees for the year:

Arbitration—J. H. Motz, Brice; M. A. Silver, West Jefferson; Robt. M. McAlister, Columbus.



TOLEDO AND CLEVELAND FRATERNIZING

never more needed, a vigorous, strong and large organization of state grain dealers.

"We shall be inflicted with another meeting of the state legislature this year," Mr. Eikenberry continued, "and the subject of licensing grain dealers and commission men will probably receive attention by this legislative body. We would like to know how you stand on this question."

There had been no record, he stated, of any member of the Association repudiating his contracts, and it seemed to him they could do no better than inculcate the idea of living up to contracts.

Secretary J. W. McCord of Columbus in making his report said: "Those of you who were at Cedar

Legislation—C. E. Groce, Circleville; D. R. Risser, Vaughnsville; Geo. W. Lamb, Hooker.

Membership—Willis Jones, Mt. Sterling; Chas. T. Pierce, Van Wert; C. W. Pontius, Lewisburg; W. D. Rapp, Sabina; E. M. Dull, Celina; R. C. Calvert, Selma.

Bill of Lading—J. S. Dewey, Blanchester; E. M. Crowe, Piqua; J. W. Channel, Melvin; D. L. Mott, New Madison; O. E. Teegardin, DuVall.

Ohio Agricultural Experiment Station—E. C. Bear, Hicksville; E. T. Custenborder, Sidney; J. E. Wells, Quincy; Fred Mayer, Toledo; Jas. Wolcott, Conover; Chas. Ozlas, Paulding.

Claim Bureau—A. H. Crotty, Columbus; Ed



F. L. DAVIS, PITTSBURGH, AND J. W. CHANNEL, MELVIN

Stritmatter, Portsmouth; John B. Van Wagner, London.

Traffic—H. L. Goemann, Mansfield; J. W. Simons, Pemberton; H. E. Richter, Cincinnati.

A MEMBERSHIP CAMPAIGN

Responding to the president's request for suggestions as to the membership booster campaign, Mr. Custenborder thought the state should be divided into districts and to each dealer in these districts the names should be sent of those who paid dues to the Association and those who did not. In local work this method had always proven effective in influencing dealers who were in arrears to pay up.

Mr. Wickenhiser asked if there were any great number of members who were delinquent in payment of dues.

Mr. McCord replied that all members paid fairly promptly.

Mr. Heffner moved that a committee be appointed in each county to solicit members in that county. The motion was seconded and carried.

Mr. McCord: "The Agricultural Commission of Ohio has been investigating market conditions with the view of eliminating so-called large profits of the middleman. The Commission has an agent in the country at the present time and considerable agitation was aroused over the alleged robbery of the producers by a Cincinnati commission merchant. Investigation brought out the fact that the trouble was caused by an irresponsible dealer. This brought up the subject of a bill introduced into the state legislature about three years ago making it obligatory that all commission men should be licensed.

"It is the irresponsible merchant that the Commission is after and if any legislation is enacted we should try to have such legislation as will work to the advantage of the regular commission man. I think the entire matter could be incorporated under one bill to the end of affording the public protection against the dishonest commission merchant."

Secretary McDonald of the Northwestern Shippers' Association said a great deal of the trouble arose by dealers not having some common method or plan for paying the farmer only what his grain

was worth. They had no protection among themselves. Often they sent grain to the terminal market expecting it to grade, when they really knew or should have known that it would not reach the grade expected. He suggested that a committee be appointed to carry out the views expressed by Mr. McCord.

H. E. Richter, Cincinnati: "You cannot legislate common sense into any man. I think it would be a good thing if the Association would compile a

his letterheads that he had a traders' license it would throw some protection about his business."

On being put to vote the amendment as proposed by Mr. Wickenhiser was carried.

An adjournment was then taken for luncheon. This was served in the Rose Room of the Virginia Hotel and was given to the Association by Columbus grain dealers and millers. One of the Virginia's choicest table d'hôte luncheons was spread before the guests and an unanimous vote of thanks was

our own the Secretary of Agriculture might look to see what we are doing. It is my opinion that we should have state grain inspection at home."

Mr. Cain, Cleveland: "The only good laws are those passed by the Federal Government."

On being put to vote, Mr. Fish's motion carried.

THE PRESENT BUSINESS SITUATION

P. S. Goodman of Chicago spoke upon the subject, "Some Phases of the Present Situation as it Refers to Business." Mr. Goodman said:

"I want to be practical in what I say. I have become weary of the manner in which business affairs are treated by the press, and politicians, and by alleged specialists. There has been too much boasting of what great things are going to happen to this country as the result of the war. For a while it was termed a blessing to us, and all sorts of predictions as to revival of activity were made. We were going to capture the foreign trade of Germany, France and England, and build up a huge profitable business. In every large city exploiters were busy organizing export associations, warehouse schemes, sample ships. Now we find out that we can not do anything but the ordinary business with the other countries. We could have an immense business with Argentina, if we could finance her affairs, if we could use her surplus wheat; with Brazil if we could take her rubber and coffee; with Chile if we could absorb her nitrate.

The fact is the other, and the newer countries of the world are debtors to Europe, just as we are, and we must all readjust ourselves to a new condition.

SOME FOREIGN TRADE FIGURES

When the war came we had been enjoying a foreign trade of upwards of \$4,500,000,000; it has been almost cut in half. For many years we had been averaging \$500,000,000 a year of foreign investments in our enterprises. Since the Balkan War we have had little or no foreign money spent here. We need in ordinary times two billion dollars a year to put into business, and we have been furnishing three-quarters of this—and this amount is over and above the one and one-quarter billion dollars spent in building operations.

The war brought a partial paralysis to all export trade; the curtailment in those diversified avenues of activity caused contraction in other lines, until only the special concerns engaged in manufacture of armaments, and other war necessities are enjoying a good trade. The people, like ourselves, engaged in the grain trade and handling of other food and feed stuffs, have had a heavy business. Prices have advanced, but instead of doing any real good to the country, the advance has caused actual suffering at home. The only beneficiary of the war to any extent is the producer of such things as we are exporting. The farmer for his surplus wheat of 275,000,000 bushels will get an average of ten cents a bushel higher; the country will receive



THREE CINCINNATI MERCHANTS

roster and ship only to those who were responsible. The trouble at Cincinnati arose from some poor stuff being shipped to that market that did not grade as the shipper thought it should. We invite anyone to investigate conditions in our market and if anything is found there not right Cincinnati will lose no time in correcting it."

OPPOSE LICENSING OF GRAIN DEALERS

H. W. Fish, Marion: "The firm I represent paid a corporation tax last year as well as an industrial tax and now our Association of fellow dealers is proposing that we pay another tax for a somewhat doubtful benefit. A man should not have to pay a license to engage in a reputable business. You would have to license everybody and I cannot see any reason for adding to our expense and securing another commission for Ohio."

He moved that it be the sense of the meeting that the Association was opposed to any legislation whereby any legitimate grain dealer in Ohio should suffer any further special tax for any purpose whatsoever. This motion was duly seconded.

Mr. Watkins of Cleveland was in favor of Mr. Fish's position. He did not believe the irresponsible dealer could be eliminated by legislation.

E. T. Custenborder, Sidney: "I believe that every grain dealer should be licensed. I think also that every grain dealer should give a certificate of inspection to all farmers from whom he buys grain in order to encourage the farmer to raise better grain. I do not believe there is a grain dealer in our neighborhood who buys anywhere near grade. They make no attempt to buy grain on its merits. It seems to me if we had a law making it compulsory on the dealer to buy according to grade, the time would soon come when we would get no more poor grain and as a consequence would be free from all these troubles."

John Wickenhiser, Toledo: "If there was a law to suppress scoop-shovelers I would be in favor of it, but I do not believe in licensing dealers. Any man who applied could secure a license." He moved to amend the pending motion by the appointment of a special committee of from three to five members who should handle the question of license for dealers if it came up for legislation. The amendment was seconded.

E. H. Beer of Baltimore: "In our city every trader has to take out what is called a traders' license. We have had trouble with scoop-shovelers. If every dealer had the right to state in his literature and on

later given to the hosts on motion by Mr. Wickenhiser of Toledo.

AFTERNOON SESSION

After rapping for order President Eikenberry announced that the earlier part of the afternoon session would be taken up with a discussion of having a state inspection for Ohio.

Mr. McCord asked for a general opinion on the subject of a state inspection and grades for all grain, as the Federal Government had only proceeded as far as the grades of corn.

Mr. Fish felt that the time had not arrived when



PICKAWAY COUNTY DEALERS ARE THE BEST EVER ACCORDING TO COLONEL C. E. GROCE

a state inspection would be advisable and thought it should be deferred until the Government had formulated tentative grades for all grains. He made a motion which was duly seconded that the Association discourage or oppose any legislation on the part of the state for a state inspection of grain while the matter of Federal inspection was pending at Washington.

Mr. Custenborder was of the opinion that it would be some time before the Federal Government would formulate its grades and that the dealers needed a state inspection now.

Mr. Lamb of Hooker: "If we had an inspection of

from this account \$41,250,000 additional money on account of the war—but the farmer will receive the same advance on the 550,000,000 bushels which we consume at home, and thus the domestic consumer is taxed \$82,500,000 in order that our foreign trade returns shall receive half that sum. So it is with oats, and all other food and feed stuffs which we ship abroad as a matter of war.

The South finds its cotton crop largely unsaleable. The old world has been taking 9,000,000 bales a year; it will not take over a third of that amount this year. Where we gain \$370,000,000 in exports of farm products over last year, we lose over \$400,000,000 on the curtailment of cotton alone.

The net effect of the war thus far is to reduce the activity of the country, to force idle hands into other

avenues, where competition further reduces earnings and profits. The bright men who are left out of one line of business do not remain inactive; they do not lie down and die, but they go out to make way for themselves, and put their brains against people in other lines. It is the constant recoiling from this sort of competition that makes things uncomfortable and unsettles all business.

Thrift and economy lessen demand, and hoarding of money becomes an added complication. When the war broke there was a general rush for cash, individuals to the banks; banks to their city correspondents. The only thing that saved us from a crash was the Aldrich emergency currency scheme. Of this kind of money upwards of \$250,000,000 was taken out; the banks issued \$55,000,000 clearing house certificates among themselves to meet the strain. The recent statement of the national banks show that some \$300,000,000 was hoarded in a few weeks.

The war found us with a heavy indebtedness to Europe, much of it made by the free selling of our securities on the Stock Exchange. That institution was closed, and it remains closed, and likely to be in such condition for a long while—at least until there is no longer fear of selling of our securities. We are not able to take these offerings. We had to refuse to pay our indebtedness in the ordinary foreign trade channels. We refused to let gold go out. We have determined to pay off the floating debt as far as our exports will pay them. This week arrangements have been made whereby the banks in London will take up the exchange which we owe and carry it for nine months.

It is not a comfortable situation to view—this refusal to pay what we owe; yet to save our currency from being drained to Europe, and weakening our money situation we have been compelled to take this attitude; compelled to establish a moratorium in the financial district through closing the stock exchange.

Little Money Available for Big Operations.

While this condition prevails there will be little or no money obtainable for large financial operations; our railroads and municipalities must go without funds, and when there are no large undertakings, the manufacturing of the country will lag. If the railroads could secure needed funds for improvements, if they could secure an adequate freight rate, the effect upon the country would be stimulating, for the railroads are the great buyers of the nation, and support more industries than any other one line of activity—as much as the building trade supports. The application now for an increased rate is being opposed by some shippers, and one can not blame them. The contention is that the railroads are no worse off than other lines, and there is some doubt of the success of the measure. It is unfortunate, but the railroads are much to blame for their unfortunate plight. The freebooters who have been looting them have brought some of them into disrepute, and the railroad people owe it to themselves and the country that they clean house, and come forward with cleaner hands.

Now that money is returning to the banks, and the new reserve system with its elastic currency is coming into effect, we ought to have some improvement; at any rate interest rates should work easier. The banks have taken an unjust attitude through all this trouble. They put up rates far above any reasonable requirement. They said they wanted to stop speculation. They could stop speculation just as easy at a modest rate of interest as at an immodest one, and in fact the speculator has been the fellow who has been paying the high rates, the general trade has been punished even where it made no additional demands. The recent statements of the national banks show that during the first part of the early period the profits to the banks were twice as large as a year ago. If the banks lend freely and cheaply, as the Bank of England is doing and has been doing since August 15th—at five per cent, and half that amount where transactions are between it and other banks, we will be helped in every direction.

During the war during the inability of this country to properly finance its business demands, we must all practice economy, and expect smaller business and lower profits. It is a period for care and conservative attitude.

THE CORN SITUATION

President Eikenberry announced that they would next take up the subject of time for marketing corn, price, yield, etc., and requested Mr. Forbell of New York City to give the conditions in that market.

L. W. Forbell: "It is a very inopportune time to say anything about the corn situation for we do not know what our outlet will be, assuming that we will have an inquiry for our surplus. In New York we have had very little inquiry for new corn. Importers will not bid for it at all under present circumstances. England, of course, will take some, but there is no inquiry even from this source. Oats naturally are going to England and France for their animals. I am sorry that I cannot say anything encouraging to you about corn. If later, export inquiry comes out, of course you will hear from us. I want to caution you about mahogany or distilling corn; we have no inquiry for it and you should

discount warm corn very heavily, especially if it is of a mahogany nature."

Willis Jones, Mt. Sterling: "I do not know what we are going to do about corn. We have allowed the farmer to bring in one or two loads in order to test it. We paid 60c a bushel. In shelling this corn we found it would take 72 pounds to test out, and that it contained about 22 per cent moisture. We have a light crop."

C. E. Groce, Circleville: "I haven't handled any corn and don't think it will be in shape until about the middle of November. Will have about 75 per cent of a crop."

H. S. Heffner, Circleville: "We have taken in a few loads and will have 90 per cent of a crop. I believe it will average more than 22 per cent of moisture. We haven't had the weather to dry it. We paid 55 cents for 68 pound corn."

E. C. Bear, Hicksville: "The fertile section in Miami County is the best in its history. We were



TWO "NUTS" HARD TO CRACK

not visited with any frost. After December 1, I think we can count on a choice quality of corn in northwestern Ohio. We certainly shall stay away from the contract grades until we find what we have to ship. All dealers should be careful against contracting for corn for future delivery."

E. P. Custenborder, Sidney: "There is a little corn moving in our vicinity. It will not be ready to handle for about two weeks. The yield is very good."

James Wright, Circleville: "It seems to me that too much time is always devoted to questions of time of handling corn and what you are going to pay. These things depend on local conditions. The question this year is what you are going to do with it. I think it would be well for all of us to see that our corn will go safely to Boston and eastern rate points."

J. E. Wells, Quincy: "We find that corn is fair quality in our locality in Darke County but we are staying out of the market as our experience has been that we have always been stung on the hot corn question. We will therefore wait before handling the crop."

John McDonald, Washington C. H.: "We have taken in possibly 10,000 bushels of new corn, pay-

ing 50 cents a bushel. We will have 80 per cent of a crop. Moisture content is about 28 per cent."

E. H. Beer, Baltimore: "Exporters in our market say they will not put out any bids for deferred shipment. But they think there should be later, an excellent demand for corn for export. They say that as soon as corn is ready to move they will be ready for the export business."

The discussion of the corn situation closed the afternoon session and the meeting adjourned *sine die*.

THE MACHINERY CONTINGENT

The meeting was made interesting by the presence of a number of leading representatives of grain machinery houses. A. S. Garman, the dean of the travelers in central territory who makes his home at Akron, Ohio, and represents the Huntley Manufacturing Company, of Silver Creek, N. Y., was as usual the central figure for information as to clean grain when it centers upon a matter of experience. B. M. Hess, who represents the Hess Warming & Ventilating Company of Chicago, was kept busy demonstrating an original Brown-Duvel Moisture Tester which was exposed in the hotel lobby just outside the convention hall. He had also on exhibition a Torsion Balance Percentage Scale and steel, brass and aluminum grading sieves. There were also present and greeting their many friends, L. M. Smith of the Seed Trade Reporting Bureau of Chicago, J. C. Burrell, elevator builder, of Detroit, Mich.; A. H. Baxter of Chicago.

REPRESENTATIVES OF TERMINAL MARKET HOUSES

A number of the leading firms in nearby terminal markets sent representatives to attend the meeting. These without exception are well known and very popular among Ohio dealers as they have universally a reputation for business integrity and ability, proven by long experience among the dealers in central territory. These men included the following: P. S. Goodman, Chicago; John Wickenhiser, Fred Mayer, K. D. Keilholtz, Jesse W. Young, Toledo; L. W. Forbell, New York City; E. H. Beer, H. E. Elgert, Baltimore, Md.; F. E. Watkins, F. W. Blazy, F. C. Cain, H. M. Strauss, E. I. Bailey, Cleveland; G. C. Jaeger, R. A. Sheets, F. L. Davis, Pittsburgh, Pa.; H. E. Richter, R. Henry Brown, Jr., H. M. Brouse, C. S. Custer, Cincinnati, Ohio; E. E. McConnell, J. J. Rammacher, Buffalo, N. Y.

GRAIN DEALERS IN ATTENDANCE

The following grain dealers of Ohio demonstrated their interest in association work by attending the meeting:

A. H. Cratty, Columbus; L. W. Dewey, Blanchester; H. G. Dehring, Curtice; E. C. Eikenberry, Camden; J. W. McCord, Columbus; A. Felty, Columbus; L. G. Shanley, Pemberton; H. S. Heffner, Circleville; Karl B. Seeds, Circleville; J. A. Crawford, Washington C. H.; G. A. Payne, Columbus; W. T. Palmer, Celina; S. L. Rice, Metamora; Jesse Lewis, St. Paris; J. H. Myers, St. Paris; W. A. Niswonger, Quincy; V. E. Chambers, Sidney; J. E. Wells, Sidney; Geo. E. Stephenson, Rosewood; W. E. Vesper, Yorkshire; J. W. Simmons, Pemberton; C. E. Wilkinson, Sidney; O. H. Clough, Mechanicsburg; C. E. Groce, Circleville; John G. Boggs, Circleville; Jo. Wolcott, Conover; C. P. Clements, Atlanta; W. T. Fassig, Columbus; C. W. Pontius, Lewisburg; Emery Thierwechter, Oak Harbor; U. G. Furnas, St. Paris.

E. T. Custenborder, Sidney; John McDonald, Washington C. H.; F. P. Hastings, Cedarville; Raymond Grant, Pleasant Corners; C. O. Peters, Columbus; J. W. Channel, Melvin; W. M. Myers, Lockbourne; J. P. McAlister, Columbus; R. F. McAlister, Columbus; Clark Hunsicker, Williamsport; W. F. Clements, Atlanta; G. O. Noecker, Carroll; D. F. Taylor; Canal Winchester; Fred Kile, Kileville; Jesse Brundige, Kingston; L. R. Watts and Rea Chenoweth, London; Will E. Schlietz, Eldorado; A. V. McClure, Eldorado; J. E. Leas, West Manchester; J. A. Long, London; H. W. Fish, Marion; Chas. Powers, Genoa; W. E. Cook, Brice; G. M. North, Groveport; R. G. Calvert, Selma; A. M. Daugherty, Derby; Willis Jones, Mt. Sterling; W. Hardman, Woodstock; G. C. Cline, Ashville; J. L. Doering, Antwerp; E. R. Wooly, Pickerington; A. V. Perrill, Xenia; L. O. Bodman and E. Stritmatter, Portsmouth; J. R. Johnson, Baltimore; Aaron Wright, Pittsburgh; W. S. Cook, Columbus; A. E. Huston, Amanda; S. B. Swope, Amanda; O. M. Clark, Cable; H. P. McDonald, Greenville; John DeWine, Yellow Springs; H. W. Wolfley, Prospect; E. L. Troup, Pleasantville; J. H. Motz, Brice; R. W. Lenox, Richmond.

Earl C. Bear, Hicksville; E. O. Teegardin, Ashville; R. A. Deeds, Lancaster; W. B. Grammer, Deshler; Omer Snyder, Tremont City; J. F. Russel, Columbus; Lester Seymour, Kenton; C. O. Garver, Columbus; W.

E. Crow, Piqua; F. C. Stewart, West Mansfield; C. W. Mallett, Columbus; E. H. Calvert, Selma; J. B. Van Wagener, London; J. H. Sark, Ashville; P. H. Harsha, Portsmouth; N. D. Carter, Columbus; G. E. Sommers, Fremont; G. A. Collier, Springfield; G. W. Lamb, Hooker; Chas. Garmhausen, New Bremen; G. A. Graham, Lancaster; C. M. Rife, Circleville; S. B. Sink,

Columbus; R. T. Watson, Old Fort; F. E. Kirk, Columbus; J. A. Resler, Caledonia; O. E. Gwinn, Columbus; Clark S. Wheeler, Columbus; W. A. Fourman, Columbus; C. W. Crum, Mt. Sterling; J. M. Graham, Orient; J. Cochran, with Dept. Agri. U. S.; H. P. Clouse, Milford Center; W. M. Morgan, Era; C. Mondhank, Lancaster; N. Morton, Columbus.

Practical Accounting for Grain Elevators

A Simple System by Which Elevator Transactions Can Be Recorded—Accurate and Easy to Handle, and Acceptable to Railroad and Warehouse and Public Utilities Commissions

By A. C. BRUDE

[Fourth Article]

BEFORE proceeding further in this series of articles, there is a feature which was overlooked in discussing the matter of forms and records in a previous article, namely, a "Hedge Record." It is a common practice to sell "futures" against a purchase of grain, that is, for delivery in a future month, as in August, when grain is unloaded and bought, a future sale is made for September delivery. This "hedges" the transaction or protects it against a drop in price. Or, if a sale is made, to be delivered when the crop begins to come in for instance, the future is bought, to hedge the sale against loss from a raise in price. Nominal margins are required on future trades and these are entered to the ledger account of the grain hedged as also are the proceeds when trades are closed out, whether loss or profit.

HEDGE RECORD							
Month.....September.....							
Name.....Smith & Co.....							
Date Bought	Commodity	Am't	Price	Date Sold	Am't	Price	REMARKS
1914				1914			
Aug. 12	Wheat	5	98	Sept. 13	5	1.01	
	"	5	98	" 22	5	1.01	
	"	5	98		5	1.01	
Aug. 16	"	5	98½				
	"	5	98½				

The Hedge Record is ruled as shown. For convenience, trades for each delivery month, September, December, May, etc., are entered on separate pages and if trades in any large volume are put out with more than one concern, give each a separate page. Usually trades are made in lots of 5000 bushels, or multiples of five, 10,000, 25,000, but sometimes in small lots of 1000 bushels. The trades are entered to the hedge record split up into 5000 lots or (1000) so that for a 25,000-bushel sale there would be five entries of 5000 each, and the three right hand ciphers may be dropped letting figures entered stand for thousands. When closed out, trades are entered similarly to the hedge record, i. e., in 5000 amounts, opposite original trades, cancelling out earliest trades first.

In arriving at the profits, the accounts in the books will have to be squared to the facts, and that is the function of the inventory. The inventory as it is commonly understood is to ascertain the value of merchandise on hand at the time of making statement but it is further to determine the amount of accrued or prepaid assets or liabilities in order that they may be taken into account properly. Interest paid in advance for one month is an unearned expense and therefore, an asset which should be credited to the year under review and charged to the following year.

In making up the inventory, include all grain figured at the closing market price, less a conservative allowance for loading charge, etc.; other merchandise at a fair valuation; prepaid expenses; accrued expenses; accrued profit items; and any other accrued or prepaid items which would affect the profits of the year just closed. Expense, freight, grain insurance, buildings insurance, interest, postage and printing and stationery might contain

items of prepaid expense; commissions, exchange, expense, freight, interest, salaries, telephone and telegrams, and taxes might contain items of expense accrued but not paid for; and handling, storage, and perhaps commissions received, might contain items of profit earned but not collected. Part of the inventory could undoubtedly be "worked up" before the close of the fiscal year which would reduce the amount of work to be done after the close. At the close, the journal is fully posted to the ledger, taking pains to include all items possible that properly belong to the current year's business thus leaving less detail for the inventory, and a trial balance is taken from the ledger to be sure the accounts are in balance before starting on the profit and loss statement. This trial balance is dated and marked "Trial Balance Before Closing."

The inventory should be completed in every detail and the trial balance gone over carefully to see that no item has been missed that should be inventoried. The "Trial Balance Before Closing" and the Inventory are then used to construct the Profit and Loss statement. For the sake of illustration, let us use the trial balance given last month. The figures are perhaps incongruous for a trial balance at the close of a year but will serve the purpose of an illustration. Suppose then that the inventory were as follows, omitting here details as to number of bushels, grade, price, etc.:

Blank Elevator Company.	
Inventory—July 31, 1914.	
Credits—	
Wheat, on hand	\$38,267.00
Oats, on hand	14,117.13
Corn, on hand	400.00
Barley, on hand	918.21
Flax, on hand	8,932.10
Lumber, on hand	21,000.13
Flour and feed, on hand	3,338.14
Coal, on hand	12,316.20
Gasoline, on hand	4.20
Handling, not collected	24.30
Insurance—Grain prepaid	113.40
Insurance—Building prepaid	99.40
Postage, on hand	2.35
Storage, not collected	32.60
Debits (or Contras.).	
Exchange, accrued	\$ 75
Expense, accrued	1.56
Freight, accrued	42.15
Telephone and telegrams, accrued	1.45
Taxes, accrued	45.70

In making up the profit and loss statement, enter first the gain on merchandise, add the sundry profit items and deduct the items of expense. The result would be the profit or loss for the year. The state-

ment given below illustrates the way in which Trial Balance and Inventory are put together.

Blank Elevator Company.	
Profit and Loss Statement—July 31, 1914.	
Gross Profits—	
Wheat—	
Inv. Cr.	\$38,267.00
Led. Dr.	22,617.22
	\$15,649.78
Oats—	
Inv. Cr.	\$14,117.13
Led. Dr.	10,210.00
	3,907.13
Flax—	
Inv. Cr.	\$ 8,932.10
Led. Dr.	3,219.10
	5,713.00
Lumber—	
Inv. Cr.	\$21,000.13
Led. Dr.	15,687.03
	5,313.10
Flour and Feed—	
Inv. Cr.	\$ 3,338.14
Led. Dr.	2,268.42
	1,069.72
Coal—	
Inv. Cr.	\$12,316.20
Led. Dr.	10,211.71
	2,104.49
	\$33,757.22
Less—	
Corn—	
Led. Dr.	\$830.00
Inv. Cr.	400.00
	\$430.00
Barley—	
Led. Dr.	\$1,414.30
Inv. Cr.	918.21
	496.09
	926.09
Gross Profit on Merchandise	\$32,831.13
Add other profits—	
Handling—	
Led. Cr.	\$48.09
Inv. Cr.	24.30
	72.39
Storage—	
Led. Cr.	\$72.40
Inv. Cr.	32.60
	105.00
Gross Profit	\$33,008.52
Deduct Expenses—	
Commissions	\$ 80.00
Exchange—	
Led. Dr.	\$ 1.90
Inv. Dr.75
	2.65
Expense—	
Led. Dr.	\$ 30.72
Inv. Dr.	1.56
	32.28
Freight—	
Led. Dr.	\$140.10
Inv. Dr.	42.15
	182.25
Gasoline—	
Led. Dr.	\$ 16.15
Inv. Cr.	4.20
	11.95
Insurance—Grain—	
Led. Dr.	\$838.45
Inv. Cr.	113.10
	725.05
Insurance—Buildings—	
Led. Dr.	\$732.36
Inv. Cr.	99.40
	692.96
Interest	32.15
Postage—	
Led. Dr.	\$ 10.00
Inv. Cr.	2.35
	7.65
Printing and Stationery	32.10
Repairs	26.22
Salaries	250.00
Telephone and telegrams—	
Led. Dr.	\$ 21.20
Inv. Dr.	1.45
	22.65
Taxes—	
Led. Dr.	\$ 91.40
Inv. Dr.	45.70
	137.10
	2,235.01
Net profit for year ended July 31, 1914...	\$30,773.51

Some of the expenses could perhaps be distributed to the different classes of merchandise handled, such as "Grain Freight," "Coal Freight," etc., in which case they would be deducted from the gross profits of each commodity.

[TO BE CONTINUED.]

GRAIN ELEVATORS AS "MANUFACTURING
ESTABLISHMENTS"

BY J. L. ROSENBERGER.

In affirming a judgment against the owners of an elevator in a case where it says that the only question presented concerned the applicability of the factory act to the elevator, operated by unguarded machinery, the Supreme Court of Kansas holds that an elevator operated by machinery, and used for buying, selling, storing, cleaning, sorting, shelling and mixing grain, improving its grades, and converting it into new and improved or different form by shelling corn and cleaning wheat, is, within the provisions of the factory act, a "manufacturing establishment."

The findings made it clear, the court says, in *Buchanan vs. Blair* (133 Pacific Reporter, 709), that the elevator containing the machinery which injured the plaintiff's husband was used for cleaning, sorting, shelling and mixing grains, improving their grades, and converting them into new, improved, or different forms. It was true, as suggested by the defendants, that the legislature did not in the factory act use the word "elevator," but the mere elevation and storage of grain would be one thing, while shelling, cleaning, and converting grain into new, improved or different forms would be essentially a different thing. Corn in the ear is quite a different commodity from its constituent elements of cob, kernel and particles of husk, silks and soil separated and removed by the process of shelling by machinery. It must be remembered that the provisions of the act do not require conversion of the raw material into the last-completed product, as corn into meal, or wheat into bread, but only into a new or improved or different form, and it is attaching no elasticity to the language used to hold that the processes carried on at the elevator in question were within the meaning and intention of section 7 of the act.

The factory act presents an example of modern legislation expressing a higher regard for the sacredness and safety of life and limb than shown in the past by the lawmakers. While the courts are not required or permitted to add to or extend laws passed for this commendable purpose, it is nevertheless their duty to give to them their full and natural meaning, and to construe them in the spirit which characterized their enactment, and which marks the progress of the law in its regard for human safety.

GRAIN SHRINKAGE DEDUCTION FOR-
BIDDEN IN CALIFORNIA

There has been considerable trouble among farmers, warehousemen and grain buyers of late, in the state of California. The fact that warehousemen receiving grain from the farmers frequently deduct a certain weight from each sack to cover shrinkage and to prevent any controversy with the purchaser, has caused many complaints.

It was also charged that the warehousemen do not ship the actual number of sacks which have been stored and which the receipts call for, but instead ship an amount of grain equal in weight to that which went into the warehouse, retaining whatever may have been gained by the absorption of moisture. The railroad commission of California has sent out a general letter to the warehousemen of the state which will probably reduce the number of complaints. The recommendations are in part as follows:

Warehouse receipts should distinctly state on the face thereof the commodity for which issued, brands and distinguishing marks, number of sacks, actual weight of grain stored the rate per month or per season and any other charges for incidental service.

Actual weight received, without any deduction whatsoever, should be noted on the receipt and no arbitrary deductions for any possible shrinkage in weight due to warm weather or any cause should be made.

When grain is shipped out, every sack of grain stored, regardless of what it may weigh after having remained in the warehouse for any period, should be forwarded to the holder of the receipt or to his order, together with any loose grain belonging to the lot.

Other recommendations deal with the re-sacking

of grain, protection against rats and other vermin, and the keeping of full and complete records of each lot of grain received, which information shall be available to the holder of any receipt upon request.

PLAN FOR GOVERNMENT ELEVATOR AT
VANCOUVER

The Dominion Parliament, in an appropriation of \$4,000,000, has provided for a government transfer elevator for British Columbia, to be erected on the government docks at Vancouver and to have a capacity of 1,500,000 bushels. Plans for the plant are being prepared and tenders for construction of the building will soon be requested. With the exception of a few changes to meet the requirements

of the Pacific Coast trade, it will be modeled after the plan of the government elevator at Port Arthur. All the latest hoisting and cleaning apparatus necessary for handling large consignments of grain will be installed.

The grain trade of Canada will undoubtedly increase with the opening of the Panama canal, and in view of this, elevators are being built at all the principal transportation terminals in the western provinces. Grain products of Alberta and Saskatchewan will be transported by way of Vancouver after the opening of the canal, which will provide an all-water route and cheap rates for that class of cargo. There is also an increasing demand for wheat and flour in the Orient, which offers an accessible market for western Canadian products.

OUR VISITORS

J. VINING TAYLOR

CURRENT report says that J. Vining Taylor, secretary of the National Hay Association, is older than he looks, but we can find no one to deny that he is the youngest secretary of a first-class organization to be found in the entire country. The juvenile appearing face, however, masks a very



MAX HURD

DECATUR, Ill., has often been pointed out as the home of many celebrities. An illustrious member of this colony of notables is Max Hurd, secretary of the Union Iron Works, who does so many things well that it is hard to decide in what he most excels. It's difficult to figure out



mature mind, and hence his success is not a cause for great wonderment.

"Pleased with hay, tickled with straw," is the way he improved the old nursery motto of "Pleased with a rattle, tickled with a straw." Not content with personal enthusiasm he has managed to impress nearly all the members of the National Hay Association with this admirable quality. The enthusiasm became so infectious that the membership during the past year leaped past the 1,000-mark and the balance in the treasury assumed awe-inspiring proportions. Surely this is evidence enough to lift Secretary Taylor out of the high-chair of inexperience if he ever had a seat there at all, which we very much doubt. He apparently extracts nourishment from statistics instead of Mellin's Food and his insatiable appetite for hard work makes the ordinarily irksome details of the secretary's office seem like play to him.

just how Mr. Hurd has had time to develop all his numerous sidelines especially when one recalls that he started as a bookkeeper and worked up the ladder to his present high position, without the initial impetus of those who are born with golden spoons in their mouths. It must be as the old darkey said, "He's jest nachally talented."

But there's one point to remember if you ever go to a modern dance with Mr. Hurd. He can out-tango, out-maxixe, out-hesitation anyone we know directly or indirectly connected with the grain trade. It is believed confidently that he could perform well, if dancing with one of his Western Corn Shellers. And his evolutions would be just as graceful if he had a small, well balanced, not too top-heavy grain elevator for a partner. This, however, is a point of information rather than a warning for his dancing is so finished as to call forth admiration rather than provoke jealousy.

ST. LOUIS AND ITS HAY EXCHANGE

WHEN you take the map of the United States and place a pencil point a little west of Crawfordsville, Ind., you will have indicated the population center of the country. The geographical center is somewhere in western Kansas, but the natural commercial center would fall along the course of the Mississippi River about midway between Great Lakes and Gulf. The answer is St. Louis.

HER POSITION IN THE WORLD

Every large city has some one or a dozen things upon which it prides itself, something that sets it apart and above other towns of its class. Sometimes it is hogs, sometimes pianos, another is the great peanut market, another has the best grand opera, coal, wheat, automobiles, structural iron, silk, false teeth and all other products seem to naturally congregate in certain localities. But there are few towns where the ebb and flow of all commodities is so constant and of such great volume as in St. Louis. In several lines it leads all other cities of the country, in at least five important lines it is the foremost city of the world.

This prominence is not artificial, it was not built up through the particular genius of any one man or set of men, but is the natural outcome of the favorable situation of the city and the resultant of the force and energy which has been brought to the city by many nationalities, and by many strains of our own people. Here in this gateway to the unexplored but fabulously wealthy West came the French and Spaniards from the South, from Virginia and the Carolinas the descendants of the cavaliers fought their way through the wilderness or were carried on the tributary rivers, and from the North and East the Yankee brought his hard shrewdness and perseverance. Germans came and found the city to their liking and other nations sent their sons. In the cauldron of pioneer activity this living mass was united into a homogeneous unit which has all the loyalty, the faith, and the love for his native city that is to the credit and honor of its sons.

It is related that a stranger in St. Louis was testifying in court as to certain injuries to his person. "It was this way, Judge: I was in the crowd and said I didn't think much of St. Louis, that it was a pretty poor town, and the next thing I knew, Judge, the nurse said, 'Sit up and take your medicine.'" This illustrates the loyalty of St. Louis, not its hospitality. As to the latter quality, we can only say that even insurance agents go about the city entirely unprotected.

THE HISTORICAL SETTING

St. Louis has had a remarkable history and quite as remarkable growth. No great city of the country has been the center of so many great crises, and no city has been more consistently on the side of progress and development. In 1764 August Chouteau, with a party of Frenchmen, came up the great river in their canoes, and at the bidding of Pierre Laclède Liguist, established a settlement on a site already selected as a post for trade with the Indians. At various times the settlement was under three different flags, the French, Spanish, and finally the American, when the vast territory was made a part of the United States through the Louisiana Purchase.

The presence of Jefferson Barracks just south of the city has made St. Louis an important point in all the military adventures of the nation. At the outbreak of the Civil War the city was torn between its sympathy with the South, with which it was so closely allied in social and commercial ways, and its loyalty to the North, which sought to preserve the Union. At Jefferson Barracks was a great quantity of military stores and it was of the utmost importance which side in the struggle would get control. The city was fairly divided in its allegiance, but loyalty to the North prevailed and the flag over the barracks throughout the struggle was the stars and stripes.

In the Mexican War and the Indian Wars of more recent years St. Louis was an important outfitting place for the troops which were engaged. On the whole the military history of the nation has been identified with considerable prominence with that of this mid-western and peace-loving city.

THE COMMERCIAL STRENGTH OF THE CITY

Important as the political history of St. Louis has been, its commercial history exceeds it in interest and vital significance. The great rivers, the Mississippi and the Missouri, flowing by its doors, and the Ohio within easy distance, made the city the natural trading center for the whole valley. The fur traders of the plains and of the Northwest, brought in their pelts, which they exchanged for the

sugar and coffee of civilization. The manufacturers of the East sent their many bales and boxes, by the Great Lakes and by the Ohio, to be distributed through St. Louis to the myriad settlements springing up through the Western country. For many years the city stood at the gate. To the Easterner it represented the far frontier, but to the pioneers who had pressed beyond, it stood for all the comforts and conveniences of the East. Thus the new and the old exchanged their products and today the agriculturists and the manufacturers find the same convenience in trading through the city.

St. Louis was incorporated as a town in November, 1809, with a population of 1,000, and as a city in 1822, with a population of 4,800. Today the population has increased to 750,000. The increase in trading has been of similar proportion. Much of this increase is due to the change in transportation facilities. Before the war almost all of the commerce was by water. The shallow river steamers and barges brought cotton and sugar from the South, grain from the North and West, and coal and manufactured products from the East. With the advent of the railroads the channels of trade were materially changed—the river lost its importance and gradually the shipping receded from its primal position until today it is scarcely of account in the final reckoning of tonnage for the year. Efforts are even now being made to revive this river traffic on modern and improved lines. A line of self-propelled barges from New Orleans to Minneapolis has been started under seemingly propitious conditions. With everything except popular prejudice in their favor it would seem that the traffic could be made to pay, but it remains to be seen whether or not this prejudice can be overcome.

But now St. Louis is independent of the river, except as a balance. It will always retain its influence as a freight rate regulator even if not a ton of merchandise arrives at or leaves the city by water. Ample transportation facilities and equitable freight rates are of utmost importance to any community. St. Louis has both. The diversified production of its many manufactories and the enormous stocks carried by the jobbing houses make it a market of first importance for all articles of commerce.

For the distribution of all purchases made in St. Louis, extensive transportation facilities are available. The city was the first to systematize its package car service so that there are operated from there every day approximately 1,200 merchandise cars containing nothing but less than carload shipments sealed to break bulk at distant points. This represents a train eight miles long. This service is frequently referred to as express service at freight rates.

The necessity of rapid distribution is recognized by all manufacturers and jobbers and accordingly Eastern manufacturers find it necessary to establish their main or branch factories or at least distributing warehouses in St. Louis so as to more easily distribute to the most rapidly developing territory in this country of which St. Louis is the logical market. It is customary today to order material and supplies only when absolutely needed. This custom is the outgrowth of the improvement of freight service for the rapid





PANORAMIC VIEW OF ST. LOUIS FROM THE MISSISSIPPI RIVER

transportation of shipments to destination and St. Louis, served by twenty-six railroads, all of which terminate there, is ideally situated to make such rapid distribution to the immense territory for which that city is the natural supply center. The freight rates from there are on an equitable basis and some advantages arise by reason of geographical position.

St. Louis is practically the center of the great wealth producing centers of the United States, the center of farm production being only a short distance southwest of St. Louis, and the center of cotton production of the United States is one thousand miles nearer to St. Louis than it is to New England.

We have seen in brief outline the position which St. Louis occupies in the greater affairs of the nation. Now let us see what she has done with her opportunities. The city embraces an area of 40,200 acres, with a frontage on the Mississippi River of 19 miles. The land for the most part is high, giving general security from spring floods. Many districts are beautifully situated for residences, some of them commanding miles of river view and open prairie. These spaces have been used to the best advantage, some of the best examples of old and new residential architecture being found in the suburbs of the city. In buildings of public and semi-public char-

acter the city is particularly rich. The local government administration building is very fine and the Federal building, the public library, art museum, Jefferson Memorial and many of the schools and churches make a lasting impression on visitors to the city.

FREIGHT AND PASSENGER TRAFFIC

Of course the first thing that appeals to the visitor is the ease and efficiency with which the passenger traffic is handled at the Union Station. St. Louis has the largest and most complete unified freight and passenger terminal system in the world. It has twenty-six railroads entering its gateway from all points of the compass, and all of these lines use the unitary terminal system for both passenger and freight service. Through the medium of this plan of operation both passenger and freight traffic are handled with remarkable precision and dispatch. No other large city in the United States can equal the St. Louis record in this respect. The union terminal, with which all the lines have track connections, is accountable for this satisfactory condition. When large gateways are congested, St. Louis keeps its local and through traffic moving.

The entire city is surrounded by belt lines, planned to give trackage connections with all of the trunk lines which terminate in St. Louis. A con-

siderable part of the mileage of these belt lines runs through suburban territory close to the city, giving opportunity for the location of factories, with plenty of room for homes for the employees. In addition to the available sites on the belt lines, there are many splendid tracts adjacent to the trunk lines entering the city.

The switching charges in St. Louis are as low as the lowest in the other large railroad centers. Switching on all classes of business is absorbed by the carrying lines, except on the traffic with the nearby towns where the through rates do not afford sufficient revenue to enable the carriers to take up the charges. More than eighty per cent of the switching on St. Louis traffic is paid by the railroads out of the through rates.

Some idea of the importance of the St. Louis gateway can be gathered from the statement that in one year there were interchanged between connecting lines, through the medium of the terminal system, a grand total of 3,337,426 cars, making a daily average of 9,144 cars. These cars, loaded with merchandise of every kind and description, were interchanged in minimum time.

THE EADS BRIDGE

The Eads Bridge, which spans the Mississippi River, and connects St. Louis, Mo., and East St.



MERCHANTS' EXCHANGE, ST. LOUIS, HEADQUARTERS OF THE HAY EXCHANGE



J. H. DUDDEY
Asst. Chief Hay Inspector.

in length. The height of the center span, above low water, is 92 feet. The Eads Bridge, at the time of its completion and for many years thereafter, was regarded as one of the greatest marvels of bridge building, and its designer, Captain James B. Eads, was accorded world-wide acclaim for his achievement. This is one of the busiest bridges in the United States. During the year ending June 30, 1912, the railroad deck of this structure accommodated 69,169 freight and passenger trains, which means a train for every seven and one-half minutes, day and night. The freight cars handled during the same year numbered 421,428. In the same time 36,583 passenger trains passed over the structure. The upper roadway of the Eads Bridge is used for street railway and vehicular traffic of all kinds.

ST LOUIS' MAMMOTH STATION

The St. Louis Union Station is a passenger terminal of imposing dimensions that never fails to excite the wonder of the visitor who views it for the first time. This massive structure with its up-to-date facilities represents an investment, including land, of several million dollars. Work on its construction was begun in 1892, and in September, 1894, it was opened for traffic. Prior to the opening of the World's Fair in 1903-1904 the facilities of the station were enlarged at an additional cost in excess of one million dollars, to expedite the handling of the increased traffic. The train shed of this station is easily the largest in the world, measuring 606x810 feet, and with its extensive trackage arrangements will be able to dispatch all train movements for many years to come.

TRAIN FACILITIES

There are thirty-two tracks within the shed, equaling six and five-tenths miles. Underlying the train shed is an enormous subway where mail and baggage are handled in the most approved manner.



W. J. THOMPSON
Chief Hay Inspector.

Louis, Ill., was the first large structure of its kind built in the United States. Work was inaugurated on this massive highway of stone and steel in 1867, and it was dedicated July 4, 1874. The bridge, exclusive of the approaches and railway terminals, represents an outlay in excess of six million dollars. Including approaches, the Eads Bridge is 4,885 feet

The interlocking system, controlling the in and out movement of all the passenger trains, is the largest in the world. There are three towers with a total of 344 levers. The complexity of the track arrangement is shown by the fact that there are 1,827 possible routes of getting in and out of the train shed that are governed from tower No. 1 alone. An



OFFICERS AND DIRECTORS OF THE ST. LOUIS HAY EXCHANGE

Top Row—(Left to Right)—Henry W. Mack, Vice-President J. O. Allen, John D. Mullally, Dan Mullally.
Bottom Row—V. C. Tice, H. L. Boudreau, President W. H. Toberman, Treasurer Erich Picker, Secretary H. N. Manning.



average of 298 passenger trains arrive and depart daily. The passenger cars handled through the station average 1,570 per day. The heaviest day in the history of the station was October 4, 1904, during the World's Fair, when the total was 2,730 coaches.

One of the most striking advantages of the Union Passenger Station is that it enables the traveling public to make connections between the various railroads with ease and comfort. All of the trains on all of the lines enter and depart from Union Station, and schedules are so arranged as to make it easy for the through passengers to make connections with as little trouble as possible. In cities where there are separate passenger terminals passengers have to transfer from one station to another and thereby often miss connections. All this delay and confusion is obviated by the one central station for all passenger traffic.

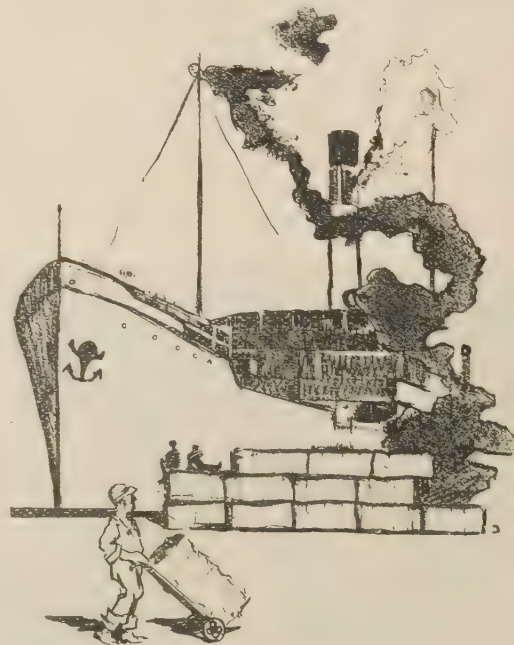
The freight situation is of particular importance to the hay and grain trade, for the great volume of both commodities demands the best of handling facilities. In 1913 the total receipts of the five principal grains were 80,498,694 bushels, and the shipments were 53,263,515 bushels. St. Louis has its place secure as the third primary market in the

country for grain. It holds the same position in regard to hay. The receipts of hay during last year were 250,525 tons, and the total shipments were 123,560 tons.

To take care of this volume of business an organization of considerable magnitude is necessary. All of the business, both grain and hay, was, up to this year, conducted through the Merchants' Exchange comprising 1,173 of the representative men of the city. Now, however, there is a separate and distinct hay exchange, the organization of which came about as follows:

ST. LOUIS HAY EXCHANGE

In the early part of September, 1913, a meeting of the St. Louis hay receivers was called to discuss the excessive car storage charges that were being assessed by the railroad companies at that time. The Traffic Commissioner of the St. Louis Merchants' Exchange was asked to assist in securing the voiding of these charges; he was asked to appear with the hay men before the Public Service Commission at Jefferson City, but he advised that the charges assessed were legal and that they should be paid, also stating that he did not care to appear before the Public Service Commission on a case which he was sure would be decided against him, as it would prejudice his efforts in future cases. The sense of the meeting was that the hay dealers believed that they could secure a decision voiding these charges, and one of the members was appoint-



ed to fight the charge and appear before the Public Service Commission. He had the charge suspended pending a hearing, afterwards attended several hearings at Jefferson City, finally securing a ruling voiding said charges.

The hay receivers, feeling that they could secure better results by handling matters pertaining to the hay trade themselves than through the larger organization, the St. Louis Merchants' Exchange, concluded to organize. Eighteen firms engaged in the hay trade subscribed themselves and formed the temporary organization in November, 1913. In December, 1913, the St. Louis Hay Exchange secured a *Pro Forma* decree of incorporation from the Circuit Court. Officers were elected, rules adopted, and in February, 1914, an official hay inspector was employed, and later another one added. Offices were opened in Suite 411, Chamber of Commerce Building, in charge of the assistant secretary.

In August, 1914, feeling that the St. Louis Hay Exchange could better handle the watchman service which up to that time had been furnished by the Merchants' Exchange at a cost of 25 cents per car, asked the Merchants' Exchange weighing department to withdraw their watchmen, which they did. These were replaced by watchmen in the employ of the St. Louis Hay Exchange, at no cost to the shipper.

At various times meetings have been held with the railroad officials looking forward to the betterment



A GROWER OF HAY

of yard service and kindred matters in the dealings with the railroads. Much good has come of it, and better service is in view.

The objects of the St. Louis Hay Exchange are set forth in Section 5 of the rules, which is as follows:

This corporation is not created to conduct any business whatever for pecuniary profit or gain in any form whatever. The object of this corporation shall be to establish and maintain fairness and uniformity in commercial usages; to adjust controversies and misunderstandings among its members; to facilitate in every possible and legal way transactions in connection with the purchase, handling and sale of hay and other grain by the members of this corporation; to collect and preserve and disseminate among its members and farmers and agriculturists generally throughout the country valuable information and knowledge for the scientific growing and cultivation of hay and other farm products; and for the education of the members of this corporation and farmers and agriculturists generally, in the vicinity of St. Louis and State of Missouri.

The personnel of the St. Louis Hay Exchange consists of eighteen members representing eighteen firms engaged in the receiving and shipping of hay





on the St. Louis market. Practically all of the St. Louis hay receivers are members.

The hay that is handled on the St. Louis market is supplied from Missouri, Illinois, Indiana, Ohio, Nebraska, Michigan, Wisconsin, Iowa, Colorado, Kansas, Arkansas, and Oklahoma, and at times from Idaho, Wyoming, Montana and Texas. It is distributed largely by home consumption, St. Louis being a large consumptive market, having large teaming interests, large stock yards, the largest horse and mule market in the world; also several large alfalfa mills which annually grind large quantities of alfalfa hay. St. Louis also supplies the drought section of Illinois, Missouri and Arkansas, re-shipping large quantities to the South and the Southeast, and at times quantities are sold for export via New Orleans.

The St. Louis Hay Exchange, through its members, offers every facility to the shipper for the safe and judicious care of his hay shipments, and shipments to St. Louis should be placed alone in the hands of members of the St. Louis Hay Exchange.

Receipts of hay in the St. Louis market during the past year have been exceedingly large and have been handled promptly to the satisfaction and profit of shippers from various states.

All of the firms represented on the Hay Exchange are also members of the Merchants' Exchange. Almost all of them handle grain as well as hay and are well known to the trade in both commodities.



The present officers of the Exchange are: W. H. Toberman, president; J. O. Allen, vice-president; E. Picker, treasurer, and H. N. Manning, secretary. Directors: Henry W. Mack, Dan S. Mullally, V. C. Tice, Harry L. Boudreau, John D. Mullally, F. M. McClelland.

The committees of the Exchange are assigned as follows: Market Reports, H. N. Manning, Sylvester Steed, Henry W. Mack; Arbitration Committee, F. M. McClelland, J. W. Bryan, Martin Mullally; Transportation Committee, F. M. McClelland, J. D. Mullally, J. O. Allen; Scales and Weights Committee, A. F. Eaton, Martin Mullally, J. Paul Berger; Inspection Committee, D. W. Clifton, V. C. Tice, Harry Boudreau.

Every one of these men, and indeed every member of the association, is full of enthusiasm for the organization and is determined to make St. Louis the strongest and most satisfactory hay market in the country. The trackage difficulties in the past have militated somewhat against this, but it is hoped that in the future all objections can be overcome and the market will be, as its location warrants, the strongest in the valley.

A long step toward this end was made in the selection of the inspectors for the market. W. G. Thompson is chief inspector and John Duddey is his assistant. Mr. Thompson was formerly connected with the Chicago Board of Trade, of which he had been a member for 12 years, having been connected with various firms in that market for over 20 years.



business and been a member of the St. Louis Merchants' Exchange for 27 years and is in a position to know most things about the marketing of grain to the best advantage of his customers.

The hay department is well taken care of by

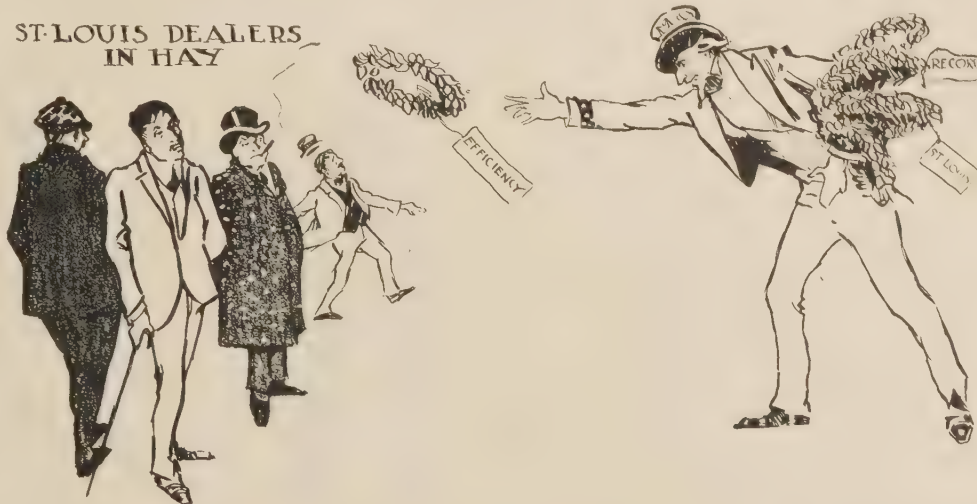
William O'Toole, who has spent the last 29 years selling hay that was shipped to St. Louis on consignment, and in that time has probably sold more hay coming from all parts of the country than any other man in St. Louis. He is ably assisted by John Mullally, the oldest son of Martin Mullally, who has been active in the business since completing his studies in St. Mary's College last year.

The firm holds membership in the St. Louis Merchants' Exchange, the St. Louis Hay Exchange, the Grain Dealers' National

Association, the National Hay Association, and the Missouri Grain Dealers' Association.

TOBERMAN, Mackey & Co. was incorporated in 1906 by W. H. Toberman and John Mackey, both experienced in the grain and hay business, the latter having been connected with one of

ST. LOUIS DEALERS IN HAY



His long experience in handling hay made him particularly qualified for the inspector's position and the satisfaction with which his work has been received in the St. Louis market shows that the judgment of those who appointed him was justified. The work of Mr. Duddey is quite as satisfactory, and the market is to be congratulated in having such men in those responsible positions.

The Hay Exchange also has watchmen whose duty it is to watch the cars and wagons, to see that no hay is stolen, that the car doors are closed at night, and in fact to generally oversee the order of the yards. This work was formerly under the supervision of the Merchants' Exchange, but the hay men have taken it over and the results are much more satisfactory.

WHO IS WHO IN HAY

ONE of the few firms of the St. Louis Merchants' Exchange which handles all kinds of grain, hay, and seeds on consignment only, is the Martin Mullally Commission Company. This firm is comparatively young in the Merchants' Exchange and yet was one of the most active in the organization of the Hay Exchange. Martin Mullally, its president, brought the firm into existence on May 15, 1913, since which time it has enjoyed a very flourishing business.

There are many elements which make a firm successful or a failure; personal attention and careful watching are two which have contributed largely to the success of this firm, for Mr. Mullally is always on the job on the floor of the Exchange, and every consignment receives as careful attention as it is possible to give. He has been engaged in the grain





the largest hay firms of the city for 14 years. They style themselves "The fastest growing commission house in America," and have earned the appellation, first, through the efforts of the two members who ran the affairs of the firm alone, and then since 1911 when they were joined by James W. Dye, the best posted shipper of hay in the Mississippi Valley, and M. E. Toberman.

In 1912 the firm opened an office in Kansas City exclusively for hay, with Mr. Mackey in charge. About the same time it engaged in the grain business in St. Louis with Zeb Owings in charge of that department. Mr. Owings is one of the most active men on the floor of the Merchants' Exchange and is recognized as being one of the best grain men in the St. Louis market. W. H. Toberman still takes care of the track hay business and Mr. Dye and M. E. Toberman look after the shippers and the office.

W. H. Toberman is president of the Hay Exchange and a director of the Merchants' Exchange. The firm also has membership in the National Hay Association, the Grain Dealers' National Association, and the Missouri Grain Dealers' Association.

This firm has a hay warehouse in East St. Louis with a capacity of 100 cars. It is a fireproof building with trackage on two sides which provides room for setting out 12 cars at a time. The building is equipped with five platform scales.

THE Kansas City firm of Goffe & Carkener opened up an office in St. Louis in 1902, under the name of Goffe & Carkener Company. The "Company" spells George C. Martin, Jr., who from the first has been the manager of the St. Louis house, having been connected with Peavy & Co., of Kansas City, for some years and before that with the New York Produce Exchange. Mr. Martin is at present second vice-president of the Merchants' Exchange, and has served as director of that body.

The hay department of the firm is in charge of V. C. Tice, who is one of the acknowledged experts in the business. He is a director of the St. Louis Hay Exchange and is one of the Inspection Committee.

The firm holds membership in the two St. Louis bodies, the Kansas City Board of Trade, Chicago

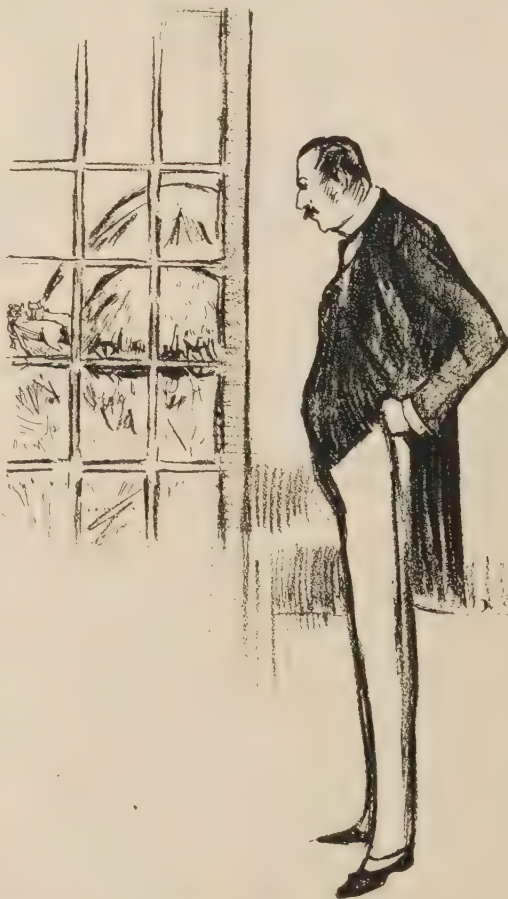
Board of Trade, the National Grain Dealers' and Hay Associations, and the Western, Illinois and Missouri Grain Dealers' Associations. The firm is one of the best known in the West and South, being over 21 years old and having close connections throughout the territory.

* * *

THE oldest active house connected with the St. Louis market is Langenberg Brothers & Co. It was organized in 1877 and ranks among the leading houses in receiving and exporting both grain and hay. In the exporting of grain during the last year it ranked first, operating through its branch house at New Orleans. The firm has a working capital of \$500,000, ranking as one of the strongest firms, financially, in the country.

H. F. and George Langenberg were the original partners. George is not active at present, but is a frequent visitor on the trading floor. H. H. and Carl H., sons, and F. W. Langenberg, a nephew, are with H. F. Langenberg partners in the firm. The senior partner is an ex-president of the Merchants' Exchange.

Dan Mullally is in charge of the hay business of the firm, which is said to be the largest in the Mississippi Valley. They make a specialty of handling hay on consignment, the only purchases being



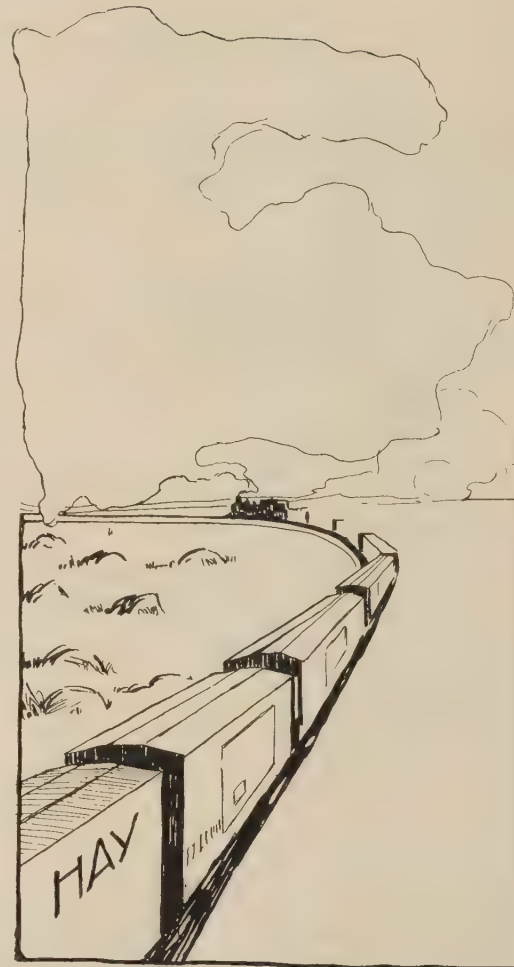
on orders, so that practically the business is wholly consignment. Mr. Mullally is at present a director of the Hay Exchange, and had the honor of being its first president and very active in its organization.

Langenberg Brothers operate the Mound City Warehouse with a capacity of 150 cars of hay, and the Roger's Elevator in St. Louis and the Eureka Elevator in East St. Louis. The firm holds membership in the National Hay and the National Grain Dealers' Associations, the Iowa, Illinois, Kansas and Missouri State Associations and the Chicago Board of Trade.

* * *

THE Picker-Beardsley Commission Company was organized in 1876 under the name of Picker & Beardsley. In 1906 it was incorporated under its present name with Charles Beardsley, president, and Erich Picker, vice-president, and G. H. Nagel, secretary.

The firm does a general commission business in grain, hay and grass seed, the latter being somewhat of a specialty as they handle more grass seed than any firm west of the Mississippi River.



The hay business of the firm is done by H. A. John and William Lauber, the former known among the boys as K-John and the latter as Picker and Beardsley's German. These two sell all the hay, while the grain and seed parts of the business come under the personal supervision of the members of the firm.

The firm is a member of the National Hay Association, the Grain Dealers' National Association, the Iowa, Illinois and Missouri Grain Dealers' Associations, as well as the two St. Louis bodies.

Mr. Picker is treasurer of the St. Louis Hay Exchange and of the Missouri Grain Dealers' Association. Mr. Beardsley is chairman of the Grain Committee and member of the Traffic Bureau and the Committee on Arbitration.

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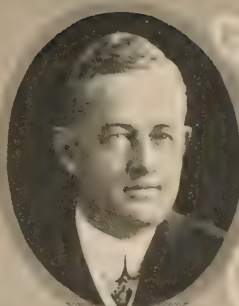
THE Jones-Wise Commission Company consists of Vincent M. Jones, president; Henry M. Wise, vice-president, and Sylvester P. Steed, secretary.

The firm handles wheat, corn, oats and hay and have over 20 years' active experience in the business. They are full of hustle and ability and pride themselves on "the best service all the time." They claim, and rightfully so, that if a shipper doesn't get the best service all the time he will naturally try others. On this principle they have tried to keep every customer they ever have and their substantial clientele of shippers of wheat, corn, oats and hay shows how successful they have been. They never buy anything, confine all their efforts to looking after and properly caring for shipments sent them on consignment.

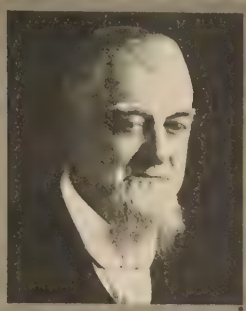
All of the members of the firm were active in the management of the John Mullally Commission Company before the dissolution of that firm upon the death of Mr. Mullally. They each do the special work which they have performed for so long and so well. Mr. Vincent handles the grain, Mr. Wise is office manager, and Mr. Steed is in charge of the hay department, having been for 12 years in a similar capacity for the former company. While still a young man, he knows the business from A to Izzard, and has the unlimited confidence of the trade both in the city and among the shippers.



JOHN D. MULLALLY
GRAHAM & MARTIN GRAIN CO.



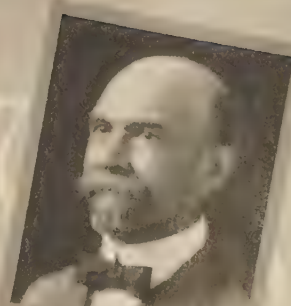
O.J. WOOLDRIDGE
FULLER-WOOLDRIDGE COMMISSION CO.



DANIEL W. CLIFTON
NANSON COMMISSION CO.



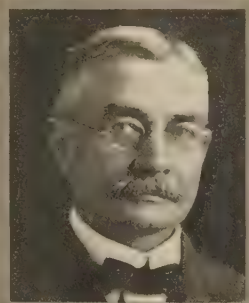
J.W. DYE
TOBERMAN, MACKAY & CO.



JOHN L. MESSMORE
BALLARD, MESSMORE & CO.



GEO. C. MARTIN JR.
COFFE AND CARKNER CO.



HENRY W. MACK



V.M. JONES
JONES-WISE COMMISSION CO.



J. M. FULLER
FULLER-WOOLDRIDGE COMMISSION CO.



DANL S. MULLALLY
LANGENBERG BROS & CO.



FRED W. ROSSKOPF
TOBERMAN, MACKAY & CO.



V.C. TICE
COFFE AND CARKNER



W.H. TOBERMAN
TOBERMAN, MACKAY & CO.



MARTIN J. MULLALLY
MARTIN MULLALLY COMMISSION CO.



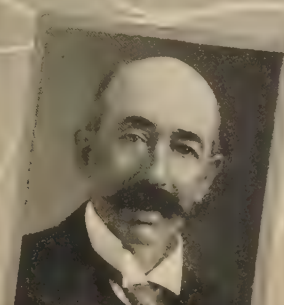
J.W. BRYAN
FULLER-WOOLDRIDGE COMMISSION CO.



J. F. VINCENT
SMITH, VINCENT & CO.



A.F. EATON
EATON McCLELLAN COMMISSION CO.



WM. O'TOOLE
MARTIN MULLALLY COMMISSION CO.



HENRY M. WISE
JONES-WISE COMMISSION CO.



HERBERT N. MANNING
SMITH, VINCENT & CO.



Z.P. OWINGS
TOBERMAN, MACKAY & CO.



ED. M. GARMON
EATON-McCLELLAN COMMISSION CO.



T.K. MARTIN
GRAHAM & MARTIN GRAIN COMPANY



JOHN MULLALLY
MARTIN MULLALLY COMMISSION CO.



S.P. STEED
JONES-WISE COMMISSION CO.



M.E. TOBERMAN
TOBERMAN, MACKAY & CO.

WHEN a firm can date back for fifty-one years, to the days before the Civil War, when the slave market was an accepted institution in St. Louis, it can lay claim to a degree of age which is impressive. This the Nanson Commission Company can do, for the firm was established in 1851 under the name of the Billingsley & Nanson Commission Company, operating on the St. Louis Merchants' Exchange. Later the name was changed to that it now bears.

The firm does a general commission business in grain, hay and seeds, the hay department being in charge of D. W. Clifton, the dean of the St. Louis hay men, but who is always with the boys on the junkets and conventions. For years he was secretary of the Hay Committee of the Merchants' Exchange and has long been recognized as a leader in the hay business of the city.

The officers of the firm are W. B. Anderson, pres-

Exchanges and is one of the most conservative and strongest, financially, in the city. They are members of the National and of the Illinois and Missouri Grain Dealers' Associations.

In addition to a good consignment business in grain, hay and seeds, they also send over-night bids to the country for grain, giving equal satisfaction whether consigned or sold. One peculiar distinction rests with the firm. Its cable address is "Smith," with the Robinson Cipher, a fact which speaks most highly for the initiative and also for the age of the establishment.

* * *

WHEN the firm of Morton & Co. was established, in 1881, it went under the title Messmore, Gannett & Co., but in 1900 the present name was adopted by C. A. Morton and J. O. Allen, partners in the business.

The firm does a strictly commission business in

IN 1912 J. M. Fuller and O. J. Wooldridge determined to go into business for themselves. They were both young men although they had been in the grain business about 12 years, identified with other firms belonging to the Merchants Exchange of St. Louis. They organized the Fuller-Wooldridge Commission Company, and have been unusually successful as they both had a great many friends in the trade who gave the new firm a trial for old times' sake and then came back because they liked the treatment they received.

The firm does a strictly commission business in grain and hay, mill feeds and seeds. Mr. Wooldridge handles the corn and oats, although he spends a great deal of time out of the city among the shippers. Mr. Fuller handles the cash wheat.

The hay department of the firm is in charge of J. W. Bryan, who is not too old nor too stodgy to be called "Bill." Mr. Bryan is very popular among



HAY MERCHANTS AND BUYERS IN THE YARDS AT ST. LOUIS

ident; George H. Hall, vice-president; S. A. Whitehead, second vice-president, and Louis T. Hall, secretary-treasurer. They are members of the National Hay and the National Grain Dealers' Associations, and the Illinois and Missouri Grain Dealers' Associations.

* * *

IN March, 1894, the present members of the firm of Smith, Vincent & Co. came to St. Louis from Nakomis, Ill., where C. W. Smith and J. F. Vincent had for a number of years engaged in the shipping of hay and grain. They established the firm, at first under the name of the C. W. Smith Commission Company, and some time later changed it to its present title.

The active members of the firm at present are J. F. Vincent, who devotes his entire attention to the selling of oats and corn, and H. N. Manning, who personally sells the wheat and hay. C. W. Smith and John V. Smith, while still retaining membership in the firm, have for the past several years confined their attention to the banking business with headquarters at Springfield, Mo.

The firm is a member of both of the St. Louis

grain, hay, seeds, and feed, and has an enviable position as one of the most conservative and substantial houses in St. Louis. Mr. Morton is a director of the Merchants' Exchange and chairman of the Traffic Board. Mr. Allen is vice-president of the Hay Exchange. Besides the two St. Louis bodies, the firm holds membership in the National, Illinois, and Missouri Grain Dealers' Associations.

In speaking of their present business, they said, recently: "Not many firms have stayed strictly in the commission business and kept away from track buying, etc. We have, however, and believe we owe our leading position in this market to the fact that our shippers know that we have only their interests to look after. Our financial standing is also materially strengthened by the fact that we are a non-speculating house. We were one of the very few houses in St. Louis who did not have to refuse consignments or to pay all drafts during the recent war scare."

While the trade of the firm is not local nor by any means confined to Illinois and Missouri, still they are recognized as being one of the leading soft wheat handlers of the country.

the buyers, and the marked success of the hay department of this firm can be attributed entirely to him.

Besides being members of the two St. Louis Exchanges the firm has taken membership in the National Hay Association and the Grain Dealers National Association.

* * *

THE Ballard-Messmore Grain Company is one of the old and among the best known of the St. Louis houses. The company was organized in 1892 under the name of Ballard, Messmore and Braun. Four years later Mr. Braun withdrew and in 1907 the firm was incorporated under its present title with T. R. Ballard, president; J. L. Messmore, vice-president; and T. O. Ballard, secretary. After the death of T. R. Ballard in 1909 Mr. Messmore became president; T. O. Ballard, vice-president, and H. L. Boudreau, secretary.

The firm does a general commission business in grain, hay and feed, selling a great deal of their output by sample. They also do a considerable business in futures.

Mr. Messmore has been a member of the Mer-

chants Exchange since 1876, when he took out a junior membership. He was president of the exchange in 1913 and at present is first vice-president of the National Grain Dealers' Association, third vice-president of the Council of Grain Exchanges, and a director of the St. Louis Exchange.

Mr. Ballard is secretary and director of the St. Louis Grain Clearing Company, and Mr. Boudreau, who is manager of the hay department for the firm, is a director of the St. Louis Hay Exchange. The firm holds membership in the National Hay and Grain Dealers' Associations, the Chicago Board of Trade, and the Missouri Grain Dealers' Association, besides the two St. Louis organizations.

* * *

ONE of the few strictly hay men on the St. Louis Exchange is Henry W. Mack, who has made a specialty of hay in that market for over 20 years. He makes a specialty of all kinds of hay on consignments and has an enviable reputation for integrity as well as for being able to handle hay consignment to the best advantage of the shippers. His reputation stands high among the members of the Exchange and among the shippers.

Mr. Mack is a member of the Hay Committee of the Merchants Exchange and is a director of the Hay Exchange and on the Committee on Market Reports.

* * *

WHEN A. N. Eaton bought out Mr. Smith's interest in the firm of Smith and Underhill in 1864, the firm became Underhill and Eaton. Four years later Mr. Underhill retired and A. F. Dean became a partner of Mr. Eaton's, the firm name being changed to Eaton, Dean & Co. In 1874 Mr. Dean retired and the firm name was again changed to Eaton-McClellan & Co. This partnership was carried on until 1910, when it was dissolved and the business was incorporated under the name of the Eaton-McClellan Commission Company, the officers being A. F. Eaton, president; C. D. Eaton, secretary. No McClellan is connected with the firm at the present time.

The hay department of the firm is in charge of E. M. Garmon, who was connected with one of the local hay firms for a number of years before taking up his present position, and is well acquainted with the trade in and out of the city. Under his management the hay department has grown to considerable proportions.

The firm does a general commission business in grain, hay and seeds, as well as in some lines of produce. It holds membership with the Missouri and the National Grain Dealers' Associations as well as with the Merchants and the Hay Exchanges of the city.

* * *

THE Graham & Martin Grain Company was established in 1893 and incorporated in 1911 under its present name. Thomas K. Martin is president and George Batz, secretary, while John D. Mullally is manager of the hay department. The house does an exclusive commission business founded on the principle, "do one thing well."

While they handle all grains, hay, and seed, the wheat and hay business runs to the largest figures.

To Mr. Mullally is due considerable of the credit for starting the organization of the Hay Exchange. At any rate he was most active in the initial movement. He has been a member of the Merchants Exchange for 24 years, having secured a junior membership when 17 years old. He is a real hay specialist having sold that commodity almost all the time he has been in the business. After 24 years of careful study a man begins to know something about a subject, and it is a fact that Mr. Mullally has the entire confidence of the shippers who intrust their hay to him for disposition.

Mr. Martin is secretary of the St. Louis Grain Club and is active in getting out the publicity mat-

thought that he would be one of the first to feel the strong arm of the law reaching out from the Government at Washington to prevent the spread of the disease, yet such was the case. Three days after the quarantine on cattle was announced the Jew dealer started from East St. Louis to St. Louis over the Eads Bridge. He was driving a one-horse wagon, and in the wagon was one bale of tame hay. Not until the wagon reached the middle of the bridge did the law touch him. There a blue-coated policeman stopped him and notified him that he could not deliver his bale of hay in St. Louis. He was informed that the quarantine on cattle had that morning extended to hay. The Jew dealer, the wagon, the horse and the hay were sent back to East St. Louis and disinfected—especially the hay.

From then on an embargo on all hay shipments to St. Louis from east of the Mississippi River, which territory was under the ban of the hoof-and-mouth quarantine, was rigidly enforced.

Despite the fact that the Jew dealer had never heard of it and was quickly released on promise not to try and "make hay while the sun shines" in St. Louis, and treated the matter as a huge joke, it was no joke to the St. Louis hay market. The embargo caused a heavy accumulation of hay in East St. Louis, which could not reach many dealers to whom it was billed in St. Louis, and resulted in practically two markets, with hay on the St. Louis side of the river in some instances \$1 higher than in East St. Louis. To make matters worse the embargo extended to Iowa and other states which were making large shipments. When it is taken into consideration that the St. Louis hay market is the largest distributing market in the country and continuously draws shipments from all important hay raising states of the North, East, South and West, it was no wonder that the trade was vastly interested in the arrest of the Jew feed dealer on the Eads Bridge.

Of course everyone is supposed to know that the reason hay is quarantined until disinfected is because the danger exists that it has become contaminated by cattle suffering with foot-and-mouth disease, possibly from contact in the fields before cutting and possibly in other ways that only the technical cattle and hay experts of the Government can tell. Be that as it may, St. Louis' hay trade was up in the air for quite a while. Then it began to come down, and it even looked as if the Jew feed dealer might get his hay over the Eads Bridge. It was reported that the United States Department of Agriculture, through the Bureau of Animal Industry (the same that had caused the Jew dealer and the St. Louis and East St. Louis hay markets all their trouble) would grant permission—(think of it; grant permission) to ship hay interstate by filing an affidavit with the railroad agent at the point of shipment, stating that such hay was harvested prior to August 1, and stored and kept away from livestock, a notation of this affidavit to be placed on each bill of lading and waybill of the railroad company. This was expected to largely solve the problem, but the next chapter in the Jew feed dealers' life is still to be written.



THE HISTORIC COURT HOUSE

ter of the club and its members. The firm is a member of the National Hay Association, the National and the Missouri Grain Dealers' Associations as well as the St. Louis Exchanges.

* * *

The "American Grain Trade" is indebted to the Missouri Pacific Railway for furnishing several of the St. Louis views used in connection with this writeup and to the Strauss Studio, St. Louis, for the individual portraits.

A HAY QUARANTINE

BY RALPH O. JOHNSON.

On November 4 the Chicago Union Stock Yards, the largest cattle market in the world, which has been in continuous business since 1865, was ordered closed because of the prevalence of the hoof-and-mouth disease among cattle, and shortly after the National Stockyards at East St. Louis closed, and fear was expressed that all other important markets of the country would be forced to do likewise.

A Jewish feed dealer in East St. Louis little



BEAUTIFUL LINDELL BOULEVARD, ST. LOUIS



A VIEW ON PORTLAND PLACE



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, NOVEMBER 15, 1914.

 Official Paper of the Grain Dealers' National Association
 and of the Illinois Grain Dealers' Association.

THE RATE CASE AGAIN

The re-opening of the five per cent rate case before the Interstate Commerce Commission is taken by most observers to mean that the entire program of the roads will be granted. There has been a very marked change in public sentiment as indicated, or controlled, as the case may be, by the daily press. Most of the editorial utterances of the newspapers are guided by the technical and trade journals. The financial papers of this country and England have been advocating with enthusiasm the case of the roads and the shortsightedness of the Commission in its recent "niggardly" concessions. The policy of these papers is influenced entirely by the investors' point of view; unconsciously perhaps they are capitalistically astigmatic. They think in dividends, not costs. From their point of view their arguments are plausible, and, to many, convincing. At any rate they have been able to influence the utterance of the daily papers, which reach the people.

From an economic standpoint we do not believe that the railroads need the increased rates. From the financial standpoint they do. Railroad operation is more extravagant than that of any industry, and proper economy would remedy most of the ills complained of. But the distinction between economic and financial need rests upon the fact that the roads, because of the waste, do not have enough money to take care of their interest and upkeep charges, allowing the proper margin of safety; the investors under these conditions will not buy securities, therefore the roads cannot get funds for needed improvement. The financiers are not interested in theoretical reasons as to why the securities are not good. They con-

cern themselves only with actual conditions. In this case the conditions are extravagant waste, therefore the earnings of the roads must be increased to cover this waste, so that the financial statement will show a balance which will warrant capital in becoming interested.

So long as this attitude of mind determines the action of the Commission, just so long will the vicious circle remain complete and the cause of distress be unremedied. Undoubtedly the rate increase will be granted, but the Commission should make it plain that their action is for the emergency only, and not to determine future policy. Immediately the roads should be forced to make the economies which have been suggested, and they should be given to understand that their future increases in earning power must come from this source and not from further rate increases.

SOMETHING FOR NOT MUCH

County fairs, corn shows and agricultural exhibits demonstrate each year the fact that some certain variety of corn, of wheat, and of oats is best adapted to each particular locality. When a person can have the best it is difficult to understand why he will be satisfied with something inferior, especially when a proper choice means wealth in his wallet. If being a fool were punishable by death we would go into the gibbet business. There are a great many grain dealers in the Middle West who have never given a single boost to the "better crops" idea in their community. Corn under proper cultivation and from selected seed yields about twice as many bushels to the acre as the average crop. To have twice as much grain to handle each year ought to be an inducement to every dealer. Besides the additional money which would come to him individually, without undue eye strain he might see what the increased wealth of the community would mean in better schools, churches, stores, amusements and roads. The movement is worthy of our constant effort.

WHY NOT GOVERNMENT ACTION

Every agency which has means of reaching the farmers of the country is advocating the plowing up of volunteer wheat, as in many localities it has been found to be badly infested with the flaxseed of the Hessian fly. Just at this time the government is taking strenuous action against the foot and mouth disease in cattle, sheep, and hogs. Prize stock and scrubs are sacrificed indiscriminately for the good of the whole. The losses yearly from Hessian fly are greater than has ever appeared from foot and mouth disease, and yet only advice is given in the one case, and in the other government action of the most drastic sort.

Volunteer wheat is admittedly the chief breeding ground of the fly. Then why is this destructive pest allowed to propagate when plowing will go so far in eradicating it? Malatt, writing in the government year book, stated that the average damage by fly to the wheat crops of the country is about 10 per cent. On that basis 90,000,000 bushels was needlessly sacrificed this year. The government or state has no more right to allow infested wheat to go through the winter than

it has to permit foot and mouth disease, anthrax, or Texas fever epidemics to spread without hindrance. Compulsory plowing should go hand in hand with compulsory slaughter. In the meantime, until the government takes hold, every grain dealer should use his influence toward minimizing the ravages of the fly.

KIND NATURE AND UNKIND MAN

Out of the 48 states only 15 fell below 100 per cent of the average for their combined crops. The highest average is held by Kansas with 124.2 per cent, while Missouri is at the other extreme with 84.6 per cent. The extraordinary winter wheat crop did much for Kansas and the production of 90,000,000 bushels more corn in the state than matured last year also helped the average. The drought brought down the yield of many crops in Missouri, Tennessee and southern Illinois, corn and hay suffering particularly.

On the whole the new wealth created for the nation is greater than the average by 2.3 per cent. And yet we are in the midst of a decided pinch, which goes to show the importance of labor production as compared with land production in the total of our national wealth. For the most part industry and trade has accepted the situation philosophically and with very little complaint. It was pointed out at the beginning of the war that the losses caused by the wholesale destruction of capital must be borne by the whole world. We have accepted our burden and are not going to squeal, but on the other hand we are no quitters and the resumption of trade will find us ready.

THE TIME TO SAW WOOD

The export trade in grain and other food-stuffs has been greater since the war began than for any similar period, so that it is difficult for grain dealers to realize what a great difference there is in the general foreign commerce of the nation. The export trade of September, 1913, was \$61,902,668 more than for the same month this year. At the same time grain exports have increased this September over the totals of the month last year; barley 2,529,832 bushels, oats 10,461,137 bushels, wheat 13,897,927 bushels and rice 8,957,922 pounds. If we except the grain and foodstuffs exports our general merchandise trade would be shorter by many millions of dollars. Instead of approximately a \$62,000,000 decrease, it would be nearer \$90,000,000 less for the one month. The slump in cotton exports alone was nearly \$60,000,000. This decrease is directly attributable to the war. The decrease in domestic business is also due, indirectly, to the same cause. The suffering in Europe has caused some decrease in extravagance among our people, and the fear of greater future stringency has made its influence felt. As a result retail business operations of all kinds are slowed up, manufactures are curtailed, men are laid off, payments are slow, the banks are more cautious, and the circle of depression is complete.

In England and France, in Germany and Russia everyone is making an heroic effort to live up to the motto, "Business as Usual." To

a remarkable extent they have succeeded. Reports from all the capitals tell of busy shops and cafes, amusement places and social gatherings. If Europe can thus face the crisis which confronts them, more optimism should be felt in this country in view of the great opportunities which we now have, with nearly the whole world at war and only ourselves devoting our whole energy to peaceful pursuits. Then let our motto be, "Peace and Prosperity," and in the meantime saw wood.

THE DEMAND FOR BREAD

For some time there have been no market quotations on grain from Germany. Reports of good crops which were practically all harvested seemed to put the food problem of the Empire out of the way for this crop year at least. A meager cable from Reuter's agency in Amsterdam, however, shows that the situation is rather serious. The city of Berlin has appealed to the government to fix maximum prices for some foodstuffs and to investigate other prices which are said to be prohibitive.

While this will not affect the trade in the slightest in this country, as we are practically in a different world from Germany so far as delivering conditional contraband is concerned, still the conditions tend to show the increased consumption of grain in war time, either by actual consumption or by hoarding for emergency. Grain products are the cheapest ration we have and in pinched times their consumption increases to a marked degree. For this reason it has been shown that our surplus will be much less than is commonly estimated. The government estimate is based upon normal consumption, but there will not be normal consumption. Nor will the normal European demand be a criterion of the appeal for bread which we shall hear before another crop is harvested. Estimates all along the line have been too low.

CATERING TO PREJUDICE

It is now generally supposed that the most certain way of securing the favor of farmers is by blackguarding the elevator interests, particularly those of the terminal markets. In a farm journal editorial we find the statement: "American farmers lost large sums that go into the pockets of grain speculators and exporters, because ocean freight rates on grain are unstable." This leaves the impression that the farmer would get this difference if the dealer did not. These editorials always suggest great gains, the losses are lost sight of. And yet where any risk is assumed there are, of necessity, a certain proportion of losses, or there would be no risk.

Many journals which otherwise are performing a useful and high service cannot, apparently, resist the temptation to curry this additional cheap favor by catering to prejudice. If they want to attack the grain dealers let them stick to specific cases; there have been price fixing methods which are reprehensible; unfair dockage on occasion has been inflicted; and other unjust and unfair advantage has been taken by the dealers at different times; but to condemn the trade as a whole for sporadic

cases of wrongdoing is as unjust as to accuse all dairymen as cheats because one waters his milk, or to say that all farmers are dishonest because one drives his wagon of grain through the creek so as to take on more weight.

When the farm journals and the farmers themselves come to realize that buying and selling is not a transaction where one side loses while the other gains, but is rather a process by which both sides gain, and that harmony and co-operation would increase the gains of both, the sooner will come an end to these vague but hurtful attacks and insinuations, which cause bitterness without reason in the minds of the farmers and disgust and contempt in those of the dealers.

MARKET QUOTATIONS UNDER INDICTMENT

The Federal grand jury of Washington, D. C., has returned an indictment of 31 dealers in foodstuffs, alleged to have violated the Sherman Law. The particulars of the case are not of interest to the grain trade, but the principle involved is of tremendous consequence. The case is a challenge to the system of market quotations, on the basis that such quotations fix the price of the commodity and restrain trade. Should the government successfully uphold its case it might mean the abolition of the quotation system in grain and hay. Just what device could be used as a substitute is difficult to imagine. It would debase every grain exchange to the footing of a bucket shop and demoralize the carefully wrought scheme of distribution which has taken so much of careful thought to devise.

THE BANKING SITUATION

There have been many complaints in regard to the position the banks have taken in regard to loans during the last two months. To satisfy ourselves as to how far the grain trade was involved we wrote letters to several men who were in a position to know the general conditions in their various territories. The answers received seem to indicate that the reports have been exaggerated so far as interference with the grain trade is concerned.

In the South the banks have their hands full in meeting the cotton situation and are not loaning money for grain storage, but the feeling seems to be that they were not expected to. In Oklahoma, Kansas and Nebraska the banks were carrying the farmers for very large amounts up to July 1. Most of them insisted that the wheat be thrashed and marketed at once to relieve these loans, but when the prices jumped and seemed to be going higher most of the banks advised holding and made it possible for the farmers to do so. At no time have drafts with bill of lading attached failed to be protected.

From Indiana and Ohio come reports which show utmost confidence in the soundness and good will of the banking fraternity, although neither state borrows heavily on its crops. From a few other sections in the Middle West reports are less favorable. While no specific injustices are cited, high interest rates, premiums, and unreasonable security are de-

manded. While a few financial institutions seem to be run on pawnbroker rather than banking principles, for the most part the banks of the Middle West seem to be inspired with a patriotic intent to do all they can to relieve the pressure and help out all who are in need.

SHIPMENTS ABROAD

Great Britain, through its ambassador, Sir Cecil Spring-Rice, has warned American shippers against consigning conditional contraband to private parties or "to order," unless affidavits with the ship papers show the ultimate destination of the shipment to be neutral. We are advised that the only safe course is to consign all such shipments to the government of destination country, rather than to individuals. In any case the affidavit is useful, as it is used as prima facie evidence in the admiralty court when claims are up for settlement, but so far as Holland is concerned even an affidavit will not admit shipments to individuals.

The Holland-American Line refuses all shipments of conditional contraband unless they are consigned to the Netherlands government. As bankers refuse to purchase documents covering shipments made in this manner, trade with Holland through the regular channels is difficult. A strong protest has been made to our State Department at Washington at this unwarranted interference with our foreign trade by the Millers' National Federation, but it is hardly to be expected that the State Department will be inclined to interfere with even the most radical of measures instituted by the belligerents for their own safety. Each of the nations at war is in an abnormal and critical state. Almost any act is excusable on this ground, and we cannot expect the courtesies and liberties of peaceful times. When the dove of peace starts scratching she is apt to strike on all sides.

DISTRESS COTTON MARKETING

Reports from the South indicate that the "distress cotton," that part of the crop which had to be sold to meet immediate needs, even if it had to go at a sacrifice, has been marketed. The cotton pool of \$135,000,000 has been assembled, and Southern banks are trying hard to keep things moving while they maintain their legal reserve. In fact the "Sunny South" is beginning to sit up for its meals and will soon be moved out on the porch in the sun. It is convalescing.

The grain trade, particularly of those markets whose relations with the South are closest, has been as much handicapped by the situation as the cotton growers. The South has a great many feeder animals ordinarily but the money shortage has made feeding impossible. Consequently the grain traffic South has stopped. In September the exports of cotton were \$60,000,000 less than for the corresponding month last year. In October both exports and domestic consumption picked up materially. At one time there were 29 vessels at Galveston loading part or whole cargoes with cotton. This means real money coming in and a gradual resumption of trade, a much more healthy and happy way out of the difficulty than was afforded by the movement to "buy a bale."

EDITORIAL MENTION

The winter wheat area, like that of corn, is gradually extending northward. Dr. Cook just beat them to it.

When we learn that the French soldier eats 50 grammes per day more than the German, it strains our endeavor to be neutral.

If our exports of grain continue to increase until May as they did last month we will be all through by that time. Records have fallen at most of the shipping ports.

Remember to report all leaking grain cars to this office. Each report you make may save a brother dealer a great deal of money and his report may help you. Co-operate.

Wheat in western Canada nets the grower four cents a bushel, according to Government statistics, but then, they raise 12 bushels to the acre. Just think of all that money.

The Oriental trade from Pacific ports is pretty well crowded up in spite of the war risks. Now that the *Emden* is *hors de combat* there will probably be an extension of Pacific traffic.

An Indiana story tells of corn so high that lightning bugs can be seen in the dark rows at midday. If he got his deserts the man who tells the story would be made to see stars at midday.

The Department of Agriculture announces that the world grain crops for the year will be 384,292,000 bushels short of last year's yield. Fortunately America is not among those who are short.

A new corn disease is being investigated in Iowa. In some fields it has cut down the yield 15 per cent. It is not known as yet whether the disease is a fashionable appendicitis or a disgraceful hookworm.

Sailing the high seas with grain or other contraband aboard is as adventurous as the exploits of Captain Kidd. Three months ago we would have said that the prosaic twentieth century contained no such thrills.

All this talk about cultivating the cactus so that it will afford complete nourishment for man and beast, seems to worry neither the millers nor the hay dealers. It's a safe guess that a few of us will stick to the old diet.

Eleven thousand bushels of seed have been obtained from a single grain of wheat in five years. How many dragons' teeth would be required to keep the European armies up to fighting strength for that length of time?

The export grades of corn fixed by the South African government consist of nine grades: four white, two yellow, two mixed and one no grade. No. 1 white can only have one per cent of yellow, discolored or defective grain. No. 3 may have eight per cent of defective grain

and five per cent of other colored grain, but must be sound and dry. No specific moisture content is provided for.

In line with the new diversified crop idea of the South, South Carolina has appropriated \$25,000 for the purchase of seed grain which will be distributed at cost. It is evident that a real movement for sectional betterment is on foot.

Several states are advertising the Minnesota plan of requiring bonds from all elevators. When there is a chance to play up the farmer interest no one seems to care who else suffers. This may be good politics, but it's poor business.

How is the corn coming along? Is it showing in good volume? How about the condition? This month and next the grain inspectors will have their first hard test of the new grades. We would like some good letters on corn for next month.

The Dardanelles are now effectually closed. Before the war is over Russia will probably not have to wait on Turkey's leave to send wheat to the Mediterranean. Control of the Bosphorus would be worth the great price to Russia.

The grain and milling trade of England has established a 200-bed hospital in northern France and has collected funds to sustain it for six months. We are glad that the American trade also has shown its sympathy and generosity.

Pellagra is not caused by spoiled corn. It is due to malnutrition, and a sure cure is good wholesome food and hygienic surroundings. The spoiled corn theory has had a long run for its money but is now put aside by all but a few enthusiasts.

The railroad reports of Montana show an increase of over 100 in the number of elevators in the state. This brings the total to 324. The grain possibilities of Montana make this number seem small compared to what eventually will be needed.

The latest "Buy-a" movement is for a sack of rice. It is fostered by the ladies of Orange, Texas, so be gallant, gentlemen, and buy your sack—after you have bought a bale of cotton, a barrel of apples, an ingot of copper and a barrel of flour.

The war deficit of \$375,000,000, on wheat, oats and cotton, as presented by former President Jones, at the Kansas City Convention, is rather impressive. Even the grain farmer who has counted the war as an asset may have to foot up his totals again with a different result.

Thanksgiving Day should have a deeper significance in America this year than it has had in many decades. We have many out of employment, many industries have been seriously handicapped if not permanently crippled, but how trivial and inconsequential these things seem compared to what our brothers across the sea are suffering. We have bountiful crops;

in many places they are actually starving. We have every prospect of renewed business activity at an early date; their sufferings have just begun. But above all we have peace at home and abroad. For these many blessings we can be truly thankful.

Birds and hogs make a team recommended for effectual work against insect pests. Birds get the corn worms and hogs take the insects in their larvae pupa stages. The wise producer has no open season on birds of any kind, regardless of the game laws.

The embargo on hay in several of the principal tame hay states, on account of the foot and mouth epidemic, is going to make considerable difference to the trade, especially when the weather becomes real sharp and the demand for medium grades picks up. During the outbreak of this disease in 1908 it was several months before traffic in tame hay from the infected regions was entirely released.

Signs seem to point to an early opening of the stock exchanges in this country. The international situation is now well in hand and the banks of the country are, for the most part, in good shape and with comparatively little demand for their funds. The difficulty seems to lie in the uncertainty of what will be done with the European holdings of American securities. However, we are getting more confident each day that we can meet the situation.

A great talker who also had a reputation as a prevaricator was excused on the ground that there was only a certain amount of truth in the world and, talking all the time as this man did, he sometimes just naturally ran out. From an opposite standpoint Dr. Harvey W. Wiley has made an excellent suggestion in advocating, instead of the Underwood war tax, that all secret proprietary medicines be taxed. In this way not only could we raise the necessary \$100,000,000, but the health of the people would also be safeguarded. By the time all medicine dopers had been taxed into temperate habits we would cease to need the extra funds and the two evils would automatically expire together. But having said this much Dr. Wiley relapsed into his customary absurdities by suggesting a tax on bleached flour.

The Advisory Committee of the Grain Dealers' National Association, meeting in Chicago as we go to press, is in a position to do excellent work for the Association and for the shippers. The Committee is made up of the secretaries of the state associations and is a go-between for the small and the large dealer. The next move of the National body will be to interest the country shipper in membership. The sooner these men become interested the better it will be for all concerned, for it is a mistake to suppose that any permanent advantage will accrue to one element in the trade, which does not effect favorably all elements. Superficially the interests of shippers and receivers may be at variance at times, but fundamentally their interests are identical. It will be largely the function of the Advisory Committee to bring this fact home to the trade, as they are close to and know the problems of both sides.

B. C. MOORE
Kansas City.

NEWS OF THE TERMINAL MARKETS

W. T. MCGRAY
Chicago.

CHANGE IN GRADE OF NO. 2 RYE

The members of the Milwaukee Chamber of Commerce, Milwaukee, Wis., voted recently to amend Rule 19, Section I, relating to No. 2 rye as follows:

"No. 2 rye shall be dry, sound and contain not more than 1½ per cent of other grains and ½ of 1 per cent of foreign matter, and weigh not less than 54 pounds to the measured bushel."

SOME GOOD ADVICE

Somers, Jones & Co., Chicago, say in recent market letter:

"We urge strongly that shippers do not sell track or 'to arrive.' This is strictly a year of consignments for best results. They are likely to strike higher prices, possibly at times as much as 3 to 5 cents per bushel bulges almost over night."

OLD AND NEW CORN

"Trade with the other side is chiefly in old corn," says Pope & Eckhardt Company, Chicago, in a recent letter. "The new, of which most arrivals show exceptionally fine condition, goes chiefly for domestic distribution. Country dealers should not be misled by current higher prices for the new, because poor conditioned lots are slower sale at moderate prices and larger receipts will surely make a 'big dent' in the price. Ample margins and caution in marketing will bring their own reward."

WILL MAKE AN INTEREST CHARGE

By a vote of the members of the Produce Exchange of Toledo, Ohio, on October 31, an interest charge will be made on all sums advanced on grain by the receiver or purchaser, as the case may be, from the date of payment of draft. It is provided that the minimum rate of interest so charged shall be at the rate of six per cent per annum to include the date of the weight certificate, and that in no case shall interest be charged beyond a maximum of five days from the date of inspection at Toledo.

NORTH AMERICA COMPARED WITH LAST YEAR

"North America has only 55 million bushels more than last year. United States has 129 millions more but Canada 74 millions less. Reserves old wheat in merchants' hands were 22 millions less last July than season previous when they were moderate. Russia, Balkan States and Australia have shipped only three millions this season against 65 millions last. With the Dardanelles closed indefinitely, North America will have to furnish nearly all the world's shipments until the first of the year. Argentina will then start shipping her 100 million surplus."—C. A. King & Co., Toledo, early November letter.

THERE ARE TWO SIDES

In a recent Red Letter, J. F. Zahm & Co., of Toledo, present the leading opposing arguments for higher and lower prices in wheat as follows. Take your choice:

"Bulls expect further help from Argentine. Say the crop has really been damaged, which means extra demand for U. S. wheat. They say the market shows wonderful strength in advancing while receipts are so heavy and ocean freights going up, but that the longer the war continues the higher our market will go, etc., etc.

"Bears say the visible supply will reach 80 millions, that receipts will continue to run large, that Argentine always suffers some crop damage just as do our crops, but that they will export freely in a

few weeks. Admitting that a good foreign demand exists, they say there is a big saving in consumption on the other side, etc., etc."

JAMES P. McALISTER

In speaking of the grain and hay market of almost any locality it will perhaps be permissible to use a Biblical expression and say it has come forth to its present state of perfection out of great tribulation. And you can work almost anything into the word tribulation, from the buyer who uniformly laid down on his contract when prices declined, to the



JAMES P. McALISTER

dealer who loaned out bags gratis and kept a public elevator for free storage for the use of his customers. If conditions are not perfect today they are at least far removed from the state of imperfection of some two or three decades ago at the time when, for instance, James P. McAlister of Columbus, Ohio, head of the firm of Jas. P. McAlister & Co., first engaged in buying and shipping grain and hay.

In those days there was no company; the business was James McAlister. Now Mr. McAlister's sons take a great part of the work and responsibility off their father's shoulders. Yet the work of those pioneers remains, and results of their efforts are shown everywhere in substantial organizations of grain dealers which have thrived and waxed strong only because strong men have willed it that the grain business should be based on a foundation of integrity and honest commercial methods with just a dash of the Golden Rule to season the entire order.

When the Ohio Grain Dealers' Association was

organized the meeting place which proved most popular was Star Island. It took the form of a three days' outing as well as business meeting. Mr. McAlister was always a staunch supporter of the organization, a hard worker in its ranks, and one of its early presidents. It is reported also that at Star Island he was one of the Association's best fishermen. We are willing to vouch for no man's statement as to his own, or his friends' catch, but we make the assertion that Mr. McAlister and men of his like are responsible for the broad, ethical standard which permeates through the grain trade of Ohio at the present time.

The illustration accompanying this short article was taken at the recent meeting of the Ohio Grain Dealers' Association at Columbus. Mr. McAlister says he hasn't any great desire for personal advertising of this nature, so the responsibility is ours. It is our pleasure entirely to show readers this likeness of Mr. McAlister and to point out the fact that the grain business has slowly yet surely improved through the association of men of his type with it.

VISIBLE VS. EXPORT

Southworth & Co., of Toledo, Ohio, have the following to say in their market special of November 9:

"Wheat is moving this year at a record pace. It is a question of which can increase faster, the visible supply, or the export figures. That new records are being hung up in both quarters tells the story of the speed with which the crop is being marketed. It is estimated that 241,000,000 bushels have already come to primary markets, which is 73,000,000 bushels more than last year at this time. Heavy visible supply increases have come to be a regular Monday event.

"They have failed to have much effect thus far, unless in a restraining way. Probably pretty well discounted before they occur.

"It is generally agreed that the present supply and demand situation is in a class of its own. Foreigners are reported willing to take on all the wheat they can get. They are anxious to get while the getting is good. It is a condition that is keeping the market a one-sided affair, with practical total absence of a bear interest."

SHOWING THE NECESSITY OF FINANCIAL BACKING

The resources of the Kansas City Grain Club are almost inexhaustible. It is a solid institution. It contains men of wealth. In a way membership in the club is a guarantee of soundness, of respectability. If you are a member of the Kansas City Grain Club, far from home, and can establish your identity, almost any citizen will hasten to proffer you the use of his motor car, press upon you his opera box seats, and give you carte blanche to his home, business, and worldly possessions. H. T. Mulhall is the club's secretary.

Mr. Mulhall is as well known in Chicago as at Kansas City where he has been for some years past associated with Goffe & Carkener. Aside from his connection with the Kansas City Grain Club Mr. Mulhall is financially good in his own right but one cannot have too sound a financial standing as the following story will show:

Not long since Mr. Mulhall was taking luncheon with some friends in a restaurant opposite the Exchange. The conversation turned upon the Grain Club and a friend asked Mr. Mulhall the present sum he had in its treasury. He stated the amount.

Having finished dining, Mr. Mulhall was hastening from the room, being in the midst of a busy day, when the restaurant proprietor called out: "Er—Mr. Mulhall, won't you kindly leave 60 cents of the Club's money for your luncheon?"

CHOICE CORN FAVORS BETTER VALUES

"Some of the choicest samples of new corn ever shown this early have lately been seen on our Exchange," says T. A. Grier & Co. of Peoria, Ill. "We think this is decidedly in favor of better values. Poor, damaged, soft corn generally means a lowering of prices all around. Choice quality and condition should and usually does work the other way. The change in sentiment regarding corn values and the decided improvement in the domestic demand, together with a pronounced inquiry for corn for export, have taken this cereal quite out of the rut, and now an early movement of new corn is looked forward to with genuine desire instead of apprehension. It is felt that the trade generally appreciate the cheapness of corn as compared with wheat and oats, and are expecting an active business with a good general demand if prices do not advance too rapidly. All the statistics indicate very little old corn back. The new, therefore, will go right into consumption and we believe will average low enough moisture test to be a very acceptable substitute for the old. We are shipping East new No. 4 yellow corn testing 17.6 under the new Government requirements, that is as choice as the best new 3 yellow of former years.

"The visible supply of oats showed the first decrease last Monday. Receipts from country still liberal, export purchases still on good scale. While oats prices seem fairly high, the general situation seems to warrant them, and the domestic demand is improving. It would seem likely that values would be apt to continue to appreciate. Canada is very short this year and no nation but ours seems to have oats to export."

THE NEW YORK SITUATION

L. W. Forbell & Co., New York City, say in letter of November 7:

"Export clearances of oats continue in large volume, which is ample proof of the liberal sales reported some time ago. Recent advices from foreign markets indicate a rising trend to oats values and sales abroad during the present week justify the belief for the necessity of importations of American oats in large quantities throughout the season. Reported damage to the growing crop in the Argentine, if confirmed, should prove an important factor. The situation locally is showing improvement, as is the demand from the nearby interior trade. Exporters have bought moderately of spot oats to fill old sales, while jobbers and track dealers are showing more disposition to give support, though the demand from these sources cannot yet be considered active. The close is firm with an upward tendency which should be conducive to a larger trade during the coming week.

"The export demand in wheat continues in undiminished volume and is mainly for hard wheats. Not much attention has been paid to 2 Red, though it is in better request than recently."

A WAGNER LETTER

"Corn is usually two sided in November and December," according to the Wagner Letter of November 10. "For many years the November low points for May corn have just about been duplicated in December. Future prices are distinctly governed by exports and the oats price. Domestic consumption by manufacturers may decrease.

"Largest modern corn exports were the 117,000,000 of 1905-6, due to a decrease of 75,000,000 in the Argentina and Roumania 1905 yields. The U. S. as an average exports 30,000,000 corn January 1 to April 1 each year. Importing countries require 250,000,000 yearly on a peace basis. For the year ending November 1, 1914, this total shrank to 170,000,000.

"The blockaded countries of Europe use about 90,000,000 annually. Argentina is supplying the world.

Since May 1st, 1914, she has shipped about 75,000,000 corn. Her 240,000,000 surplus was cut to 150,000,000 by a four-month rain. Her surplus reserves of good corn are probably 60 to 70 millions. Her new crop is in its crucial twelve weeks and she ships new corn in May.

"Argentine corn news is a great factor. If serious damage is reported the U. S. may export 40 to 70 millions in 1915. The chance of a 2-year war and severe scarcity of European feeds for the 1915-16 period bear on our corn supplies. For this reason declines in corn should not be extended and there should result a plethora of rallies. The Southern situation with its immense surplus of cotton meal must be considered."

CHANGES IN MEMBERSHIP

Chicago.—Secretary J. C. F. Merrill has announced the admittance of the following new members to the Chicago Board of Trade: Joseph Faroll, Edw. J. Kriege, Benj. Fleisher, Jos. B. Ziegler, Frank J. Kasper, Hugh R. McCaughlin, Wm. S. Dugan. The following memberships have been transferred: M. A. Bright, Chas. W. Dilworth, H. C. Dyckman, John F. Black, Wm. E. White, Chas. G. Fox, Jas. S. Bocock.

Duluth.—The membership of A. O. Grover has been withdrawn from the Board of Trade.

Milwaukee.—Secretary Plumb of the Chamber of Commerce reports Henry Bolzer and E. M. Larson as new members. The membership of the respective estates of Herman Fuldner, deceased, and Charles Lieberman, deceased, were transferred.

San Francisco.—Geo. H. Crawford has been admitted to membership in the Grain Trade Association.

St. Louis.—At a recent meeting of the Board of Directors of the Merchants' Exchange the following applicants for membership were admitted: Alfred C. Gary, Shearson-Hammill & Co., Chicago, Illinois; E. W. Moore, Hopkinsville, Ky.; Henry J. Baltz, Alex. C. Harsh & Co., St. Louis, Mo.; C. M. Woodward, Western Grain Company, Kansas City, Mo.; Wm. Louis Malkemus, Newman & Malkemus, St. Louis, Mo.; Tom Randolph, Pres. Nat'l Bank of Commerce, St. Louis, Mo.; Jas. K. Polk, Alex. C. Harsh & Co., St. Louis, Mo.; J. B. Lillie, St. Louis, Mo. The following memberships were transferred: Geo. D. P. Jones, Allen Baker, S. J. Leach, Henry D. Sturtevant, John Hogan Boogher, C. H. Taylor, Falk Levy, B. F. Edwards.

"THE SHOEMAKER SHOULD STICK TO HIS LAST?"

The wisdom of Our Boy Solomon is an undisputed asset of the house of C. A. King & Co., Toledo, Ohio. His advice carries weight, his summing up is heeded, and his market epigrams often startle the ignorant into a right view of the true proportion. But, alas, that Our Boy Solomon should digress and profane his gifts. He touches upon the histrionic art in a recent paragraph thus: "Maud Adams is the favorite actress of many. She was here Saturday; she played to less than capacity for the first time. She should revive Little Minister and make some farewell tours."

We have farewelled with Modjeska and Patti, and Sir Henry and the divine Sarah. We have seen the nimbleness of youth grotesqued by all conquering age. We have seen pathos become bathos and the powerful will fail to rouse the eye into any decent sort of admirable luster. Furthermore, as Shakespeare said, or if it wasn't Bill, who was it: "There are more who admire the sun rising than the sun setting."

An actress of 20 years ago cannot compete with the Ethel Barrymores, the Nazimovas and the Billie Burkes of today. *Tempora mutanter* and we change with them. A farewell tour is a bait to the grandfathers and an allurements to the unsophisticated youth. In our opinion an actress who was in the height of her popularity 20 years ago and who commences playing to empty houses should, in vulgar parlance, "stand not upon the order of her going but go at once"; or, as Shakespeare would put it: "Beat it while the beating is good."

NEW RULE FOR DELIVERY AND PAYMENT OF GRAIN

The following rule as to the manner of delivery and payment for grain and hay sold on track, has been adopted by the Cincinnati Grain and Hay Exchange, effective November 1:

Delivery of grain and hay sold on track shall be made by the tender of a written order for the property on some standard gauge railway company having an office in Cincinnati, properly accepted by such railway company, together with a certificate of the grain and hay inspector. Upon such tender being made the buyer shall pay to the seller eighty per cent of the contract price on basis of the weight of each car as shown by the shipper's advice, said payments to be made not later than 1:00 p. m. the next business day; if it be on Saturday, the time shall be 12:00 p. m., unless other terms are agreed upon at the time of sale. The buyer shall be allowed interest on said advancement as provided in Rule 15, Section 1.

If the buyer shall fail to make any advancement, the seller shall charge and the buyer shall pay interest to the seller on the full amount of the invoice at the rate of not less than six per cent for the period beginning five days from the date of sale and ending at the time final settlement is made.

If any advancement is made, the buyer shall pay to the seller interest, as provided in the foregoing, on the difference between the amount of said advancement and the full amount of the invoice.

TERMINAL NOTES

The Frontier Grain Company, of Buffalo, N. Y., has been incorporated with a capital stock of \$15,000 by C. B. Sherwood, Gordon Gill and F. K. Gatzan.

The members of the Open Board of Trade of Chicago are now located in their new building on Sherman street, opposite the Postal Telegraph Building.

Michigan Central Elevator "A" in the center of the Michigan Central Railway yards at Detroit, Mich., is being razed. It was built some years before the Civil War.

The Quaker Oats Company of Chicago maintained a very comprehensive exhibit of its feeds at the National Dairy Show held in Chicago the latter part of October.

The Standard Brokerage Company has been organized to carry on a general brokerage business in grain, hay and flour at Greenville, S. C. F. C. and W. H. Moore are the principals.

A. O. Slaughter & Co., of Chicago, had a recent order for 200,000 bushels of wheat to go to Sicily, said to be the largest order from that country to this side in the history of the grain trade.

J. A. Manger, of the grain and hay firm of J. A. Manger & Co., of Baltimore, Md., has been appointed by President Cutler, vice-president of the National Hay Association for the State of Maryland.

The Utah Cereal Food Company, of Ogden, Utah, has increased its capital stock from \$100,000 to \$200,000. It is reported that the company will build a new large cereal mill and grain elevator at Ogden.

A car of new No. 4 yellow corn from the Mendota, Illinois, district was sold in Chicago by Hitch & Carder, on October 27 at one cent over the December price. The car tested 18.40 per cent moisture.

J. W. McMeen, until recently manager of the office at Burlington, Iowa, for the grain firm of E. W. Wagner & Co. of Chicago, has assumed the management of the Pearson Brokerage Company of Terre Haute, Ind.

The Standard Grain Company of Duluth, Minn., has been incorporated with a capital stock of \$100,000 by W. H. Kilchill, H. S. Newell and Hugh J. McLearn. The new firm will do a general grain and commission business.

Harvey S. Williams, associated with Thompson & McKinnon of Chicago was married the latter part of October to Miss Lillian M. Woolington of Monticello, Ill. The bride is a daughter of Joseph M. Woolington, an old resident of that section and formerly sheriff of Platt County. The wedding was

a quiet affair, only the immediate relatives being present at the ceremony which took place in their home at 720 Waveland Avenue, Chicago.

W. E. Hudson of the firm of Bartlett, Frazier & Co., of Chicago, was the recent winner of the prize for the highest golf score at the old Elms Links in the tournament between the cash grain men and the shippers of the Board of Trade.

Joseph Roberge and George Cardinal, grain merchants of Montreal, Que., were apprehended recently charged with conspiring to defraud the Harbor Commissioners of Montreal in connection with the theft of grain from their elevators.

George H. Davis of the Ernst-Davis Grain Company of Kansas City, Mo., spoke recently before the Kansas City Association of Credit Men at a dinner at the Coates House. Mr. Davis' subject was: "What the Board of Trade Means to Kansas City."

Channer & Sawyer is the style of a new firm to engage in the grain business at Cincinnati, Ohio. The members of the firm have been for sometime connected with the grain trade of Cincinnati. They will have offices in the Union Trust Building.

Henry L. Goemann, president of the Goemann Grain Elevator Company of Mansfield, Ohio, spoke recently at the annual banquet of the Mansfield Chamber of Commerce on the subject: "Transportation Facilities and the Advantages to be Derived."

Jane Addams, settlement worker and noted suffragist of Chicago, addressed the grain merchants of the St. Louis Merchants' Exchange one morning recently. Trading was suspended for the time being so that he that had ears might hear what the voice of the spirit of "Votes for Women" said unto him.

Samuel C. Scotten has been elected a director of the Burlington Railroad to fill the vacancy caused by the death of Darius Miller. Mr. Scotten is an old-time grain man on the Chicago Board of Trade and was formerly a member of Harris, Scotten & Company and connected with the firm of Harris, Gates & Company.

Carl W. Gerstenberg was elected to membership in the Chicago Board of Trade October 27. He is a son of Adolph Gerstenberg, one of the older members of the Board of Trade, and who performed such efficient service for the trade while chairman, for a number of years, of the Arbitration Committee of the Grain Dealers' National Association.

Otto Waitzmann, connected with the wheat department of Rosenbaum Brothers, Chicago, Ill., lost his wife recently under very sad circumstances. He had gone home for evening dinner with a friend and found his wife asphyxiated in one of the bedrooms. It was presumed that death was accidental as, save for a tendency to dispondency, Mrs. Waitzmann's short married life had been a happy one.

The marriage is announced, to take place in Milwaukee, Wis., on November 24, of William G. Kellogg of Stacks & Kellogg to Miss Ruth Rankin, daughter of M. G. Rankin, head of the grain and feed firm of M. G. Rankin & Co. Both of these firms are among the most favorably known on the Milwaukee Chamber of Commerce, hence the wedding will arouse unusual interest in Milwaukee grain circles.

We are pleased to announce to the many friends of H. S. Grimes of Portsmouth, Ohio, a leader in the grain trade and ex-president of the Grain Dealers' National Association, that he returned from the Johns Hopkins Hospital at Baltimore, Md., November 2, feeling considerably better. He stood the trip remarkably well and physicians are now engaged in trying to renew his strength. Mr. Grimes is not attending to any business or correspondence as yet, but it is hoped he will be able to do so before long.

Barnes, Ames & Co. succeeded Ames, Brooks & Company, the large grain export firm of Duluth, Minn., on November 1. The capital stock of the new company is \$1,000,000. Julius Barnes who has been most active in the affairs of Ames, Brooks & Company will be at the head of the new corporation. The eastern business of the company will be looked after as heretofore by the Barnes, Ames Company of New York. The members of the new

company besides Mr. Barnes are: Ward Ames, Jr., P. H. Ginder, and Arthur P. Barnes.

About 60 Chicago Board of Trade men took part in the golf tournament given at the Glenn Oak Country Club early in November. The first prize for thirty-one holes was won by John Barrett. H. C. Spinney led in the eighteen-hole course, with Kenneth Edwards second and Wesley McClean third.

The Chicago Board of Trade Democratic Club has been organized. Its officers are: John F. Barrett, president; John A. Rodgers, vice president; E. J. Fleming, secretary; John J. Leonard, treasurer. The executive committee is composed of John Carden, chairman; B. Pfaelzer, H. J. Rogers, Geo. J. Ohlenroth, George Quinn, J. H. Bourassa, Charles H. Sullivan, Joseph R. Begg, John H. Brooks, W. J. Doyle, J. A. Cavaney, W. J. Byrnes, D. J. Donovan, and James Stacy.

On November 1 the firm of Bert A. Boyd of Indianapolis, Ind., became the Bert A. Boyd Grain Company with capital stock of \$25,000 fully paid. The three officers of the new company are all members of the Indianapolis Board of Trade, their combined experience representing eighty-three years of actual service in the Indianapolis grain market, all having received their early training under Fred P. Rush, the pioneer of the Indianapolis grain trade. Mr. Boyd, the president of the company, needs no introduction to the grain trade, having devoted three-fourths of his lifetime to the business, the past twelve years being on his own account. E. D. Anderson, the vice president, is also well known to the trade, he having been closely associated with Mr. Boyd for more than eleven years and has been an important factor in the success of the business. Tom Oddy, the secretary and treasurer, was formerly junior member of the grain firm of Cooper & Oddy and for many years has been the treasurer of the Indianapolis Board of Trade. The other faithful employes of Mr. Boyd, who are so well known to the trade, have taken stock in the company and will continue in its service. The policy of the company will be to continue along the same lines heretofore employed by Mr. Boyd, and will consist in handling all grain shipments entrusted to the company on a strictly brokerage and commission basis.

RECEIPTS AND SHIPMENTS

The following reports are made direct to the "American Grain Trade" from the leading terminal markets, covering the October, 1914, receipts of grain, hay and seeds:

BALTIMORE.—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:		Receipts		Shipments	
Articles.	1914.	1913.	1914.	1913.	
Wheat, bus.....	2,064,982	3,239,523	1,227,895	2,519,612	
Corn, bus.....	111,083	173,521	50	2,300	
Oats, bus.....	5,924,805	263,919	6,005,909	215	
Barley, bus.....	50,635	1,906			
Rye, bus.....	1,415,020	162,775	815,753		
Hay, tons.....	6,637	7,012	1,132	964	
Flour, bbls.....	167,970	255,416	69,794	125,957	

No new members and no transfers.

BUFFALO.—Reported by secretary of the Chamber of Commerce:		Receipts		Shipments	
Articles.	1914.	1913.	1914.	1913.	
Wheat, bus.....	15,996,004	23,202,963			
Corn, bus.....	975,550	1,959,811			
Oats, bus.....	2,666,508	2,319,500			
Barley, bus.....	2,775,450	2,533,630			
Rye, bus.....	1,388,374				
Flax seed, bus.....	1,289,988	2,600,706			
Flour, bbls.....	1,566,371	7,633,849			

CHICAGO.—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	8,677,000	2,290,000	7,064,000	2,246,000	
Corn, bus.....	5,914,000	5,795,000	3,706,000	5,231,000	
Oats, bus.....	17,873,000	3,962,000	13,118,000	8,278,000	
Barley, bus.....	4,873,000	4,844,000	867,000	593,000	
Rye, bus.....	347,000	414,000	252,000	136,000	
Timothy seed, lbs.	3,469,000	4,232,000	2,511,000	3,285,000	
Clover seed, lbs.	596,000	225,000	124,000	152,000	
Oth. grass sd., lbs.	3,824,000	1,970,000	1,514,000	2,571,000	
Flax seed, bus.....	415,000	106,000	3,000	6,000	
Broom corn, lbs.	2,016,000	2,307,000	2,103,000	1,812,000	
Hay, tons.....	34,412	30,562	7,688	3,340	
Flour, bbls.....	961,000	966,000	1,054,000	622,000	

DULUTH.—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	12,675,564	13,058,395	9,795,284	9,568,915	
Oats, bus.....	2,226,895	1,519,205	1,305,460	1,120,096	
Barley, bus.....	2,101,552	2,042,234	2,235,298	2,047,640	
Rye, bus.....	1,238,552	62,753	1,163,455		
Flax seed, bus.....	1,366,770	2,635,131	801,535	1,770,932	
Flour, bbls.....	794,570	993,625	980,350	977,193	
Flour, production	175,815	144,395			

Member withdrawn October, A. O. Grover.

CINCINNATI.—Reported by W. C. Culkins, supt. of the Chamber of Commerce:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	166,394	437,545	104,592	174,608	
Corn, bus.....	467,573	514,048	244,467	273,122	
Oats, bus.....	367,765	610,834	270,487	461,541	
Barley, bus.....	93,263	135,284	2,636	15,454	
Rye, bus.....	17,863	60,571	6,215	42,131	
Timothy seed, lbs.	9,465	19,505	9,387	10,001	
Clover seed, lbs.	3,254	2,322	2,580	2,546	
Oth. grass sd., lbs.	21,624	20,393	11,860	11,450	
Flax seed, bus.....	15	32	44	22	
Broom corn, lbs.	228,138	17,212	107,060	34,405	
Hay, tons.....	14,068	27,477	10,676	21,082	
Flour, bbls.....	179,458	105,515	124,015	90,686	

DETROIT.—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	245,000	91,000	226,900	86,000	
Corn, bus.....	131,200	221,800	104,000	26,200	
Oats, bus.....	303,500	404,000	130,700	79,000	
Barley, bus.....	24,000	7,000			
Rye, bus.....	85,000	52,000	27,000	30,000	
Flour, bbls.....	39,400	32,000	43,500	35,000	

INDIANAPOLIS.—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	130,000	110,000	96,000	65,000	
Corn, bus.....	465,000	511,000	160,000	118,000	
Oats, bus.....	428,000	302,000	233,000	188,000	
Rye, bus.....	2,000	12,000		1,000	

KANSAS CITY.—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	7,473,600	2,127,600	6,259,200	1,764,000	
Corn, bus.....	425,000	2,000,000	272,500	1,371,500	
Oats, bus.....	741,200	1,878,700	457,300	1,081,200	
Barley, bus.....	57,400	19,600	3,500	5,600	
Rye, bus.....	24,200	73,700	29,700	44,000	
Kafir corn, bus.....	41,800	26,400	18,000	30,000	
Flax seed, bus.....	5,000	1,000			
Bran, lbs.....	4,000	1,140	13,300	9,120	
Hay, tons.....	27,036	28,138	3,816	5,508	
Flour, bbls.....	17,750	5,000	225,570	160,250	

MILWAUKEE.—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	1,562,125	683,550	1,692,910	409,140	
Corn, bus.....	685,950	349,280	697,341	268,940	
Oats, bus.....	4,307,300	1,274,400	4,919,029	1,429,321	
Barley, bus.....	2,438,120	3,174,600	845,771	512,619	
Rye, bus.....	506,210	427,900	396,167	186,440	
Timothy seed, lbs.	177,440	154,050	215,099	185,620	
Clover seed, lbs.	1,125,170	270,325	591,955	82,679	
Flax seed, bus.....	88,330	21,600	2,420		
Hay, tons.....	2,916	3,590	1,068	621	
Flour, bbls.....	343,800	314,980	534,252	401,815	

MINNEAPOLIS.—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	17,983,560	13,452,030	4,108,930	2,794,230	
Corn, bus.....	433,440	278,770	278,100	262,390	
Oats, bus.....	4,100,140	3,287,960	2,322,040	3,087,000	
Barley, bus.....	4,247,450	5,559,220	4,639,620	5,526,800	
Rye, bus.....	845,550	1,009,660	520,330	626,510	
Flax seed, bus.....	1,890,040	1,686,090	98,210	199,690	
Hay, tons.....	5,080	4,910	960	1,070	
Flour, bbls.....	91,531	51,869	1,594,804	1,863,744	

NEW YORK CITY.—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	7,748,360		3,862,184		
Corn, bus.....	1,771,085		532,323		
Oats, bus.....	4,840,500		2,572,337		
Barley, bus.....	1,380,400		266,325		
Rye, bus.....	687,150		380,640		
Timothy seed, lbs.			520		
Tim., clover and oth. grass seeds	*8,205		*3,253		
Flax seed, bus.....	213,100				
Hay, tons.....	327,009		\$1,907		
Flour, bbls.....	1,268,110		449,182		

*Bags. †Lbs. ‡Tons. §Bales.

PHILADELPHIA.—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, bus.....	3,040,780	4,045,066	1,820,554	2,607,236	
Corn, bus.....	152,418	128,018			
Oats, bus.....	1,402,102	912,909	186,482		
Barley, bus.....	64,827	8,518	122,084		
Rye, bus.....	68,000	28,000	82,426		
Timothy sd., bgs.	1,237				
Clover seed, lbs.		1,907			
Flax seed, bus.....	159,400				
Hay, tons.....	7,940	4,838			
Flour, bbls.....	294,388	211,040	104,371	58,000	

SAN FRANCISCO.—Reported by Wm. B. Downes, statistician of the Chamber of Commerce:

Articles.		Receipts		Shipments	
1914.	1913.	1914.	1913.	1914.	1913.
Wheat, ctls.....	318,244		15,880		
Corn, ctls.....	9,140		7,406		
Oats, ctls.....	54,725		57		
Barley, ctls.....	1,271,247		1,214,577		
Rye, bus.....	600				
Flax seed, bus.....	5,064				
Hay, tons.....	14,528		1,932		
Flour, bbls.....	103,972		30,277		

ST. LOUIS.—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.		Receipts		Shipments
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TRADE NOTES

The Western States Portland Cement Company has been incorporated at Topeka, Kan., with a capital stock of \$800,000.

The Clifton Manufacturing Company of Waco, Texas, one of the largest concerns in the state, has commenced the manufacture of cotton bags and sacks on a large scale.

The White Star Company of Wichita, Kan., has succeeded the grain elevator building firm of P. H. Pelkey Construction Company of that city. Mr. Rynders remains as manager of the company.

The Wausau Foundry & Machine Company has been organized at Wausau, Wis., to manufacture feed mills. The officers of the company are: J. Howarth, president; W. Anderson, vice president; A. Kraatz, secretary and treasurer.

The Ellis Drier Company of Chicago report the following Ellis Driers now in process of construction: Drier for C. S. Clark & Son at Wakeman, Ohio; W. P. Squibb & Company at Lawrenceburg, Ind.; Wichita Falls Mill & Elevator Company at Wichita Falls, Texas.

The Kennedy Car Liner & Bag Company of Shelbyville, Ind., reports enormous increased sales of the Kennedy Car Liners and that the trade is becoming thoroughly cognizant of the fact that any device of moderate price which prevents leakages is a profitable investment to the shipper.

The Champion Oil Burner manufactured by the Champion Oil Burner Company of Kingman, Kan., is being introduced to the trade. This burner was invented by Walter M. Surface, chief engineer in the Kingman Mills of Kingman, Kans., and wherever it has been installed has brought excellent testimonials as to its saving of oil and perfect control of the blaze.

The attendance at the Third Annual Gas Power Exposition of the National Gas Engine Association held at Toledo, Ohio, during the week ending October 24, was very large and some of the exhibits were the finest ever displayed. The Charter Gas Engine Company of Sterling, Ill., and the John Lauson Manufacturing Company of New Holstein, Wis., were represented by unusually attractive lines of their various types of gas, gasoline and oil engines.

The analysis of feeds of the Columbus Laboratories of 31 North State street, Chicago, Ill., are accepted as standard. This fact should impress the grain and feed dealer as to both value and importance of the work which the laboratories does. Only a complete analysis of wheat gives its flour and milling value and more and more the trade is merging towards exact scientific information in all its transactions. The Columbus Laboratories will be glad to answer all questions relating to its service to the grain, feed and milling business.

An interesting supplement to *Graphite* has just been issued by the Joseph Dixon Crucible Company, Jersey City, N. J., giving the result of a series of steel fence posts test conducted at Atlantic City. The results of these tests have been put in tabular form for ready reference and are accompanied by some valuable comments. The average corrosion loss obtained by the water test and the test for service show some astonishing facts in regard to some of the paints now on the market. Corrosion occurred in every case, the difference being one of degree only. On the other hand, the water test does not apparently measure up to the practical value demanded and the results do not thoroughly check up with already known information. The service test accomplished by five different inspections of the painted surfaces, at regular intervals of time, develop some practical data, but in this test only eighteen of the thirty-four paints in the experiment received any rating at all. The paints were all rated according to the degree of protection afforded, nat-

ural graphite paint receiving the rating of 4 or 40 per cent protection and ranking among the leaders. It is interesting to note that artificial graphite paint was rated at zero, thus demonstrating the superiority of the natural over the artificial product. Reproductions of several of the painted panels in the supplement showed a smooth and unmarred surface for the natural graphite paint which offered a rather striking contrast to the pitted and abraded surfaces coated with other paints which received the same rating. Taken as a whole the series of tests proved the immense value of Dixon's Graphite Paint (made from natural graphite) for use on exposed surfaces. The supplement will be mailed by the Joseph Dixon Crucible Company to readers upon request.

The officers of the B. S. Constant Manufacturing Company of Bloomington, Ill., are: D. G. Eikenberry, president; H. B. King, vice president; I. G. Constant, treasurer; H. E. Surface, secretary. This fact is stated on the title page of the company's new catalog No. 3, and these names are a guarantee of the completeness of the catalog as well as of the quality of the machines and specialties described therein. One of the B. S. Constant Manufacturing Company's chief endeavors towards its patrons is helpfulness. It desires to serve. And the new catalog is helpful. It indexes some 300 machines, and power transmission and conveying appliances. The principal ones are the United States Corn Shellers, United States Grain Grinders and Cleaners, B. S. C. Chain Drags, safety manlifts, machines which have found a wide sale. The book is bound in extra heavy cloth and indicates the growth of the company's business both before and since removal into its new modern factory.

NEW HARDY PLANTS FROM SIBERIA

The agricultural wealth of the northern states is liable to be considerably augmented as a result of an expedition to Siberia from which Professor N. E. Hanson has recently returned. The expedition was financed by the Agricultural Department of South Dakota and will undoubtedly prove a profitable investment for the state.

The expedition was organized at Moscow, from where it went to Omsk, Siberia, and then south to Semipalatinsk, which is in a region of the greatest climatic extremes and with an annual rainfall of only eight inches. Professor Hanson led his little company among the nomadic tribes of the dry steppes where most of his collecting was done.

The most valuable prize is the 1½ tons of seed of the hardy, upright, yellow-flowered Siberian alfalfa (*Medicago Falcata*). This has already been tested successfully under Dakota condition. Another plant in which there is much promise, is the Siberian red clover, which is now introduced into America for the first time, and of which 142 pounds of seed were gathered by hand. A new species of sweet clover was found, large seeded and red stemmed, and will attract considerable attention as that legume has been receiving much notice of late. This new variety is said to be more palatable than the domestic sweet clover. Its name is *Lelilotus Deutatus*.

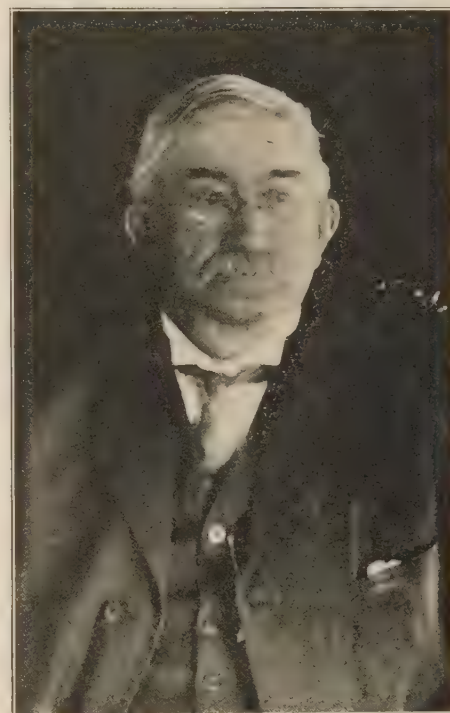
Other seeds procured are: A number of new vetches; Siberian *Esparssette*, a tall, erect-growing legume. This Siberian form should help in the forage problem and comes to America for the first time; a large white-seeded millet, which produces large crops with an eight-inch rainfall. It is the cornerstone of dry land agriculture in Siberia, where it is used for human as well as stock food; Mongolian wheat, a plant which is new and unknown to European wheat specialists, having a very large kernel. Chee grass (*Lasiogrostis Splendens*), a giant grass which grows native in pure white

alkali soils and desert sands. Young plants are relished by stock. It may develop into a great forage plant for dry Western states.

DEATH OF C. N. HOWES

News received from Denver, Colo., on October 15, of the sudden death of C. N. Howes, president of the Invincible Grain Cleaner Company, Silver Creek, N. Y., came as a great shock to the grain and milling world. During his many years of association with the manufacture and sale of grain cleaners, Mr. Howes made many friends. His strict integrity, upright business dealings and sweet nature endeared him to all of his associates and business acquaintances. It is a strong thing to say that a man had no enemies. This could be said of Mr. Howes. To know him was to be his friend.

Mr. Howes was born in Wyoming County of New York state, 69 years ago. In his early life he came to Silver Creek and entered the employ of Howes,



C. N. HOWES

Babcock & Co., his father, David, being a road representative of that company. Through the many changes in title and ownership of this company, Mr. Howes remained, gradually working his way up in the confidence of his employers until he became chief accountant for the firm. One by one, the old members of the firm dropped out, until it became the sole property of Simeon Howes, who was Charles Howes' uncle. On the death of Simeon Howes, it was found that Charles N. Howes, in company with Elgin Keith (now with the Invincible Grain Cleaner Company) and Geo. E. Towne, a local attorney, were left co-executors and managers of the estate. After the settlement of the estate, the business was sold to the present owners and Mr. Howes, in company with others, formed the corporation now known as the Invincible Grain Cleaner Company and was made the president of the new concern. This was a number of years ago, yet during all of this time Mr. Howes, enjoying the confidence of his associates, was retained as president and held that office at the time of his death.

Antelopes are becoming a nuisance to alfalfa growers in the northwestern section of South Dakota. Since the law protecting these animals was enacted, considerable gains have been made in their numbers. One herd is said to number over 80.

The second annual Corn and Alfalfa Exposition will be held at Benson, Minnesota, November 26, 27 and 28, by the West Central Minnesota Development Association. Colonel Roosevelt, President Wilson, Secretary Houston and many other notables have been invited.

NEWS LETTERS

[Special Correspondence.]

DULUTH

BY S. J. SCHULTE.

With an advance of practically 10 cents in cash wheat and the options during the past month, the market has afforded traders plenty of action. Eastern milling inquiry on the Board has picked up materially of late, and during the past few days buying for export was a factor. The working of a heavy tonnage of one and two northern for export was reported by an operator yesterday, and there are said to be a grist of orders in hand for execution at fractionally below the present range of quotations. It is predicted by experts that foreigners will be compelled to raise their bids in spring wheat to secure any quantity of it on this market, as conditions are regarded as becoming steadily more bullish. Receipts at this point have been liberal during the past two weeks, but elevator men reported today that deliveries at country points are now beginning to dry up, and a falling off in the marketing here is consequently looked for next week.

* * *

Durum has been the feature in the trading of late. There has been persistent bidding for it both from Eastern mills for macaroni flour making, and for export, and as a consequence the market in the cash article has scored a bulge of 26 cents during the past month. Its position at the close of trading today appeared stronger in fact than when it sold 10 cents lower. Supplies of that grain have proven insufficient to cover requirements and some operators with outstanding contracts for November delivery are now said to be on the anxious seat. The demand for durum has been increasing steadily, and it has been a profitable trading asset for operators who sponsored it at the outset. Perhaps the most prominent in that trade has been Julius H. Barnes of the Barnes-Ames Company, it being largely through his efforts that growers have taken up the raising of it to any extent. With the experience of this season as a booster, it is predicted that the acreage sown in Durum next season will be largely increased.

* * *

Operators in rye who have held for a long pull are now able to cut a melon. It sold up to \$1 today, a record high figure on this market, being an advance of 13 cents in the month and of 29 cents a bushel from the low point of the year set on July 14 last. Operators regard it as difficult to predict the market altitude to which rye may yet attain. They say that there is apparently an insatiable demand for it, and that stocks at interior elevators and farmers' hands are limited.

* * *

After an extended break that carried cash flaxseed down from its year's high point of \$1.88 on July 28 to \$1.29½ in exactly three months, the market in it took a definite turn for the better three days ago, on buying attributed largely to crushers' interests, brought about by advices that the growing Argentine seed had sustained serious damage through frost, and its quotation at the close today was \$1.48, a bulge of 13½ cents in four days. It is conceded that the future of the market in the seed depends primarily upon the outcome of the Argentine harvest and the proportion of it marketed in this country. It is estimated by Duluth representatives of leading linseed oil concerns that the quantity of seed in this country, including the surplus carried over from last year, will barely suffice to cover consumptive requirements even under the stress of war conditions.

* * *

Shipments of grain from the elevators here down the lakes have been on a more liberal scale during the last few days, but supplies have been piling up. At the end of last week, wheat stocks in the local houses were in round figures 10,000,000 bushels, and the aggregate of all grains stood at nearly 16,000,000 bushels, thus accounting for about one-half of the elevator capacity. In the opinion of prominent operators, a considerable tonnage is likely to remain in the elevators at this point at the close of navigation by reason of the congestion in the handling situation at Buffalo. Fall wheat has the call in the export movement at the seaboard, and unless there is a vast improvement in the supply of ocean carriers at New York, small relief is expected during the next couple of weeks. With vessel rates on grain for down the lakes as low as they are, it is thought that the carriers will go out of commission early this season, more especially in view of the fact that the demand for up coal cargoes is light. New charterings of grain for Buffalo loading have been reported at 1¼ cents during the last couple of

days, and boat space is being offered for winter storage at 2½ cents. Some boats for winter storage were, however, chartered last week at 2 cents.

* * *

Operators of elevators at Superior are complaining of the discouraging attitude of the Wisconsin Tax Commission. An instance of that was furnished last week in the valuation of grain in the Great Northern Elevators S and X being increased from \$757,000 to \$1,537,000. A. D. Thompson & Co., lessees of these houses, expressed their readiness to pay taxes on the quantity of grain owned by them on store in the elevators, but they contended that if they were compelled to stand an assessment on 902,000 bushels on store not owned by them, they would have difficulty in competing with the Minnesota elevators where more liberal taxation treatment is accorded. Their appeal against the assessment was turned down by the Board of Review. It is thought that this action on the part of the Wisconsin authorities will place a bar against any further increase in elevator capacity on the Superior side of the bay. It is intimated that the proposed enlargement of the Great Northern railroads elevator system has been definitely shelved on that account.

[Special Correspondence.]

PHILADELPHIA

BY E. R. SIEWERS.

The leading export grain shippers here are exceedingly annoyed over the latest official orders issued by England enforcing a vigorous "manifest" and "request" order which is calculated to produce no end of discontent among the shipping interests and grain men in general who have for years engaged in extensive foreign business from this port. Of course the war situation abroad is given as the cause for all these trade troubles.

Until a late date all steamships from Philadelphia were allowed to have their cargo manifests open to the public without the least restriction whatever, but now since the notice is given here that the entire North Sea has been mined as a military and naval measure in the interest of Great Britain, every vessel from this port bound to Scandinavian points must sail by the way of the English Channel and the Straits of Dover, and be compelled to select a pilot and take chances of passing through the boundless North Sea. In addition to this precaution every vessel that is expected to make good as to the destination of its grain cargo must place itself entirely in the hands of the British government and stop at some port in Scotland for overhauling and thorough investigation for the ostensible purpose of discovering whether anything contraband is on board, with a chance of ultimate detention or seizure and confiscation if this modest maritime request is not complied with. The feeling here among the export grain shippers is one of universal disfavor and it is regarded as most unfair and unwarranted. The Holland-American Line, which carries large quantities of grain and flour from this terminal, will now be obliged to report regularly to the British authorities not only for pilots, along with the numerous tramp steamers which are now loaded with grain or are soon to receive large cargoes, but all of the regular steamships of the American, Atlantic Transport, Leith, Manchester, Sweden, Norway, Scandinavian, and Trans-Atlantic Lines, will each and every one be required to undergo an unusual marked detention, but a radical inspection under the unalterable rules laid down by Great Britain under the war emergency situation. And these hardships are seriously felt here.

* * *

The Philadelphia Export Company, which is to engage largely in the grain business from South America as well as to foreign lands, and starts in under an incorporated capitalized charter of \$100,000, is now completing its organization.

* * *

The railroad and transportation warehouses in this city on and after November 15 will shorten the free time storage period from 4 to 2 days, and cut off the insurance feature on all manner of grain, feed, flour and hay, as well as straw.

* * *

The new floating elevator *Commonwealth* of the Philadelphia Harbor Transfer Company, while practically completed, has not been accepted, owing to a number of changes that are expected to be made in its machinery equipment.

* * *

The official grain committee with the consent of the trade and sanction of the directors of the exchange has made a number of changes in the regular

by-laws on the titles and designations of macaroni or Durum wheat.

* * *

Charles Alexander of the feed firm of Gibbs Brothers has fully recovered from a two weeks' spell of sickness and is about again looking up business affairs as usual.

* * *

Walton Bros. have received the first carload of new crop corn from the West.

* * *

A. H. Baldwin, representing the United States Department of Commerce, after a long conference here with Director Wilson of the Commercial Museum, sailed for London, where he will open an extensive headquarters as one of the ten appointees of the government to be located in all of the principal foreign ports to look after the grain and commercial interests of this and other cities of the United States.

* * *

The latest new members chosen by the Commercial Exchange are Babcock and Hopkins of Rensselaer, Indiana, general grain and feed merchants, and William C. Walton of 2131-35 North American Street, Philadelphia, a rising young member of the old time feed and hay concern, with its established warehouse and elevator accommodations.

[Special Correspondence.]

ST. LOUIS

BY RALPH O. JOHNSON.

There is distinctly a more cheerful note in St. Louis' financial and commercial circles, although actual improvement in many important industries, for which the city is noted, so far is slight. The opinion is steadily growing that the ebb tide in business uncertainty has passed, and that from now forward gradual betterment is assured. Much of the hopeful feeling has its inception in improved conditions surrounding the cotton trade of the South. St. Louis, more largely than any other great western city, is interested in financing and marketing the cotton crop. The banks of St. Louis make extensive loans yearly in the cotton growing district, and business of the South centers largely with St. Louis houses. It is natural, therefore, that improvement in the cotton crop outlook should reflect in sentiment in this city, more rapidly and decisively than any business factor that might develop in this territory.

* * *

It is highly gratifying to St. Louisans that in the vital problem of financing the cotton crops, a St. Louis man, Festus J. Wade, president of the Mercantile Trust Company, developed the plan of the \$135,000,000 loaning pool on cotton, adopted by the government, and now in operation, and the same plan which at present is the material influence in improving business conditions in this territory. Under the plan St. Louis shares in the loaning fund to the extent of \$7,500,000, with the banks providing \$5,000,000 and the merchants \$2,500,000. The subscriptions to the fund from non-cotton states will be called Class A subscriptions. Class B subscriptions will be those from the 10 cotton states, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, and Texas. Participation certificates will be issued specifying the terms under which the owner will be entitled to share in the distribution of the proceeds of the loans. The loans will be made on the basis of 6 cents a pound (\$30 a bale) for middling cotton. The class B subscriptions in the Southern States will be made as part of their applications for loans for customers. The subscription must be in an amount equal to 25 per cent of the loan, the banks receiving transferable certificates of participation.

For example, a cotton planter, merchant or manufacturer in Little Rock, Ark., has 1,000 bales of cotton and wishes to make a loan on it. He applies to his banker for a loan of 6 cents a pound or \$30,000 in total. He makes his note for \$30,000 with the cotton as security. The banker advances \$7,500 of it, for which he takes a class B certificate bearing 6 per cent interest for \$7,500, and secures for the planter or owner of the cotton \$22,500, with the 1,000 bales as security, from the \$100,000,000 (against which will be issued a class A certificate for \$22,500, which certificate is issued to the subscribers other than those in cotton-producing states). It will be seen that under this plan no definite subscription to any fund is required directly from the South. The idea is to care for the cotton crop, which this year will be nearly 15,000,000 bales and of this total the 4,500,000 bales, which can be cared for through the loaning fund, represents the surplus over the year's probable demand. With the business machinery of the South once more set in motion by the financing of the cotton crop, trade in all directions should be vastly stimulated.

* * *

On the St. Louis Merchants' Exchange, and in grain trade circles generally, there is a more hopeful feeling. While speculative business in grain has been restricted by the high price of futures, and

by excessive margin requirements, the cash market has been the center of unusual activity, and many well-known houses have had more business than they could handle. Stocks of good milling wheat are not excessive in this market, despite the recent heavy movement from first hands, and supplies in elevators are concentrated in strong hands, and will not be marketed except at attractive prices. The trade generally is of the opinion that a continuation of the war in Europe, with the foreign producing countries short many millions of bushels in their average supplies, will mean continued forced buying of large quantities of American wheat, especially when the actual pinch of winter comes, and the millions of fighting men in the field will need to consume increased amounts of bread and wheat-food products. Aside from this, there remains the question of acreage in some of the countries involved in the war, which, if continued throughout next year, will mean a much lower area sown to wheat, and cause farmers and grain holders to demand continued high prices for their product, at least until next harvest shows whether there is to be any severe crop failures in the big producing countries. There are many well-posted St. Louisans who predict that wheat prices on the next crop will rule relatively higher than on the current crop, and who base their belief on the factors mentioned above. Many others base their bullishness on high wheat prices recorded during other important wars, and in line with this the following tabulation proves interesting:

1775—War of American Revolution.—Wheat, 93 cents average at seaboard markets in 1783, rose yearly to 1796, with an average of \$2.48, the high being \$3. Then continued high average, owing to French revolution, Napoleonic wars and our own war of 1812.

1815—European War.—Waterloo ended hostilities and resulted in some break in prices. Average price in 1815 was \$1.76, then rose to \$2.85 in 1817.

1854-56—Crimean War.—Wheat, 38 cents in 1852, rose to \$1.85 in 1855, which was top. After some decline, rallied again in 1857, but upward move was interfered with by panic of that period and failure of Ohio Life and Trust Co.

1860-64—Civil War.—Wheat, 62 cents in Chicago in 1861, rose to \$2.23 in 1864, broke with end of war to 74 cents early in 1865, followed by a violent advance to \$2.85 in spring of 1867. Made the same high as reached in 1817, just 50 years previous.

1876-78—Russo-Turkish War.—Wheat, 83 cents in 1876, rose to \$1.76 in 1877, broke to 77 cents at conclusion of war, only to rise to \$1.44 in 1882.

1898—Spanish-American War.—Wheat, 63 cents in spring of 1897. Leiter deal on prices rose to \$1.85 for May option and \$1.25 for July in May, 1898; collapsed to 63 cents before the end of the war on failure of Leiter deal.

1904-05—Russo-Japanese War.—Wheat, 74 cents in November, 1903, rose to \$1.21 in both 1904 and 1905; broke to 69 cents in 1906, to advance again to \$1.60 cash and \$1.34 May option in 1909.

1914—General European War.—Wheat, middle of July, 84½ cents for May option, rose to \$1.32 early in September, and now \$1.24. What next?

The three periods when prices ruled higher after hostilities were those when war continued for a lengthy time and resulted in depleted supplies and reduced acreage. In other cases the duration of war or nations involved were on a more restricted scale.

Members of the St. Louis Merchants' Exchange, at a special election November 5, voted not to amend Rule XVI so as to permit the rules and by-laws of the exchange to be rescinded or altered by a vote of a majority of the members voting at a special or regular election. A two-thirds' vote still is required. Section 12 of Rule IV, however, was amended by the addition of the following paragraph:

When grain, hay, feedstuffs or seeds are sold from track "to arrive" for delivery, to elevator, industry or team track, shall not have been unloaded within five days including date of delivery to railroad on which elevator, industry or team track is located the buyer shall pay to the seller interest at the current rate, provided always that the minimum rate of interest so charged shall be at the rate of 6 per cent per annum, for each day after the expiration of the five-day period mentioned heretofore.

Charles D. Jones of Nashville, Tenn., former president of the Grain Dealers' National Association; J. T. Roberts, chief grain inspector at Nashville; H. Mullens of the Acme-Evans Company, Indianapolis; M. F. Barringer, a prominent grain merchant of Philadelphia, and James L. King, a commission man of West Chester, Pa., were recent visitors on the St. Louis Merchants' Exchange.

The Western Elevator at Madison, Ill., under the management of the Elmore-Schultz Grain Company, St. Louis, has been classified as regular under the rules and regulations of the Merchants' Exchange governing regular elevators and warehouses.

H. J. Berry of the American Hominy Company, Indianapolis, stopped in St. Louis recently. Mr. Berry has many friends in the grain and feed business on the Merchants' Exchange.

Henry G. Craft, of the Bernet, Craft & Kauffman Milling Company, St. Louis, returned recently from an extended business trip in the East. Mr. Craft said there is a decidedly better feeling developing in financial and business circles in New York territory, and that export grain houses look forward to

a continuous heavy movement of wheat abroad during the winter.

J. H. Hardin, Jr., of the Illinois Central Elevator at New Orleans, La., was on the St. Louis Merchants' Exchange recently. Mr. Hardin is confident that business has turned for the better in the South, and predicts a period of universal prosperity for the United States, following the settlement of the foreign war.

W. T. Hale of the J. R. Hale & Sons Grain Company, Nashville, Tenn., expects a decided increase in the grain business in the South in the next few years. Mr. Hale was on the St. Louis Merchants' Exchange recently and said that trade on the Nashville Exchange had shown marked progress until checked by the foreign war. The increased uses of corn and alfalfa mill feedstuffs has also helped trade in Nashville, Mr. Hale declared.

The Elmore-Shultz Grain Company had the honor of receiving the first car of new corn shipped into the St. Louis market on the 1914 crop. It was shipped from Waverly, Ill., graded No. 3 yellow, and was sold to the Wright Grain Company.

Cary H. Bacon, St. Louis representative of the Armour Grain Company, Chicago, Ill., has been elected assistant treasurer of the Neola Elevator Company, which is controlled by the Armour Grain Company.

St. Louis grain and milling men express satisfaction over the announcement that the first convention of the National Foreign Trade Association will be held in St. Louis January 21 and 22. It is expected the convention will open the way for a material increase in business of St. Louis houses, with South American countries.

To relate a little past history. There was more excitement on the St. Louis Merchants' Exchange curb on Columbus day, with the markets closed, than there is ordinarily. The world's series ball game caused it. All the traders were down and the betting was heavy. "Them were the good old days."

Thomas K. Martin, of the Graham & Martin Grain Company and secretary of the St. Louis Grain Club, believes in better things for the cash wheat trade. Mr. Martin asserts that his recent correspondence indicates that financial conditions in territory that has recently been shipping grain freely are improving, and that banks which for some time were demanding their money and thereby forcing the farmer to sell a large percentage of his are now in a position of apparent ease, which should further improve with the opening of the reserve banks. Mr. Martin claims that the money situation has been considerable of a factor in the large movement of wheat to primary markets, and that this, with the attractive price level due to the foreign war, has forced the selling of an unusually large percentage of the crop. He predicts that the movement of wheat will be of record-breaking lightness, on the end of the crop.

E. Nathan of Nathan & Fettis Company, Ltd., one of the largest grain forwarding houses in New Orleans, stopped in St. Louis on his way home from the Grain Dealers' National Association's convention in Kansas City. Mr. Nathan declared that the exports of wheat to Europe should if anything increase when the winter comes on, and expects supplies of domestic wheat to be very light on the end of the old crop year.

Allen Logan, the well-known Kansas City grain man and statistician, was in St. Louis recently renewing old acquaintances on the Merchants' Exchange. Mr. Logan is noted for being one of the biggest bulls in Kansas "on Kansas." Mr. Logan is remembered also for some predictions of big yields on the Kansas wheat crop. But don't forget that Kansas carried off all honors on the last crop.

Edward Culver, chief grain inspector of the Toledo Grain Exchange, was a visitor on the St. Louis Merchants' Exchange recently, and declared that the movement of soft wheat to market has been so free that supplies in first hands are light. He predicted a very small run of soft wheat to market on the end of the crop.

A good "hunch" got away on the St. Louis Merchants' Exchange recently. It happened like this. A strange bird flew in the window of the trading hall and after circling over the pit perched on the rim of the open window. Peyton Carr, president of the Kehlor Flour Mills Company, remarked that the bird might be the "dove of peace," indicating that the wheat market should be sold. Roger Annan, of Annan, Berg & Co., said it might be a bird of "prey," suggesting that war was to continue and the market should be bought. The porter of the Exchange finally flushed the bird with a long pole and it flew away, without its species being discov-

ered. Then the market went both ways in the next few days.

Footracing on the St. Louis Merchants' Exchange has ceased. It lasted for years and was caused by the Bell Telephone Company's booths being back of the rostrum, about 20 yards from the pit, and in such a position that the quotations on the blackboard could not be seen. This kept traders sprinting pretty lively at times. Now the Exchange has installed some new booths in plain view of the blackboard and Billie Rooke, Arthur Petri, Harry Bailey, Nat Moffitt, Harry Daub, Tom Francis, Billie Hill, Oswald Graves, Phil Petri, Cary Bacon and other lights of the pit are minus considerable daily exercise.

Edward F. Trefz of Washington, D. C., field secretary of the Chamber of Commerce of the United States, declared in a recent speech before the Lumbermen's Club of St. Louis that the United States is to experience an unusual period of prosperity at the close of the European war. Mr. Trefz said that our heavy exports of grain and food products now would be followed by orders for all classes of structural and building machinery and supplies, when the waste of the present war is being repaired.

W. R. Richeson, chief grain inspector at New Orleans, La., was a visitor on the St. Louis Merchants' Exchange recently. Mr. Richeson declared that the low tide of the business depression in the South had been passed, and that trade and industry should show steady improvement from now forward. The plan for financing the cotton crop by the banks of the country has done wonders in restoring confidence in all the Southern states, Mr. Richeson asserted. He declared that New Orleans, as a grain exporting point, has a brilliant future before it.

The grain inspection laws of Missouri as amended in 1913 were further amended last month, so that in addition to grades heretofore there has been further adopted the following: No. 1, 2, 3 and 4; Kaffir corn, No. 1, 2, 3, 4 mixed with milo maize; No. 1, 2, 3, 4 mixed feterita. The new grading rule which was announced by James T. Bradshaw, state warehouse commissioner of Missouri, reads as follows: "In case of an appreciable mixture of Kaffir corn, milo maize or feterita, any of them with each other, the grain shall be graded according to the quality thereof, and the kind of grain predominating shall be classed and graded as No. 1, 2, 3, 4 mixed Kaffir corn, milo maize or feterita. And the inspector shall make, and the inspection certificate shall show, notation describing the character and mixture of the grain."

It developed on the St. Louis Merchants' Exchange recently that several important grain firms had made large profits on export business in a rather unusual manner. The firms had sold large amounts of wheat for export to Germany, which they had contracted for at very cheap prices just before the war began. When hostilities started the war clause in the contracts, following the blockading of Germany's ports by England, abrogated them, and the grain was thrown back on the shipper's hands. Fortunately the wheat market was advancing in leaps and bounds, and the grain was ultimately sold to English and French buyers at prices 20 to 25 cents higher than originally contracted for with Germany. Langenberg Bros. & Co., the W. D. Orthwein Grain Company, and Norris & Co. were particularly fortunate in their exports, the former firm shipping out in one week over 200,000 bushels of wheat, and in the few weeks following the opening of commerce after war was declared, some 1,000,000 bushels, on all of which the profits were said to be very large. A newspaper story placed the profits of the Langenberg firm at \$200,000.

Official reports received by grain houses on the St. Louis Merchants' Exchange indicate that winter wheat in Missouri, and especially in St. Louis territory, is starting the winter season under highly favorable conditions. St. Louis territory for awhile was troubled with excessive precipitation and seeding was delayed, but the wet weather was followed by Indian summer weather that lasted over three weeks, and conditions for late seeding and proper germination of the young wheat plant were ideal. Indications are that a material increase will be shown in Missouri's wheat acreage. One official estimate places the area this year at 2,854,000 acres, against 2,549,000 acres last year. The Missouri monthly weather report for October, issued on November 6, by the United States Weather Bureau, said: "A mild month with only one freeze, which was on the 27th. The precipitation was above the normal, most of it, however, falling during the first 16 days. Some wheat is yet to be sown, but much is up and growing nicely. Pasturage is excellent."

The United States and South American Contract Association was formed recently in St. Louis, by John S. MacGinnis, the originator of the association, and other representatives of St. Louis business

and commercial institutions. The company expects to organize under a charter, with a capital stock of \$1,000,000, and establish in South America an agency for United States business houses. The association plans to form a buying and selling syndicate in South America on cash terms, 2 per cent from the buyer, 2 per cent from sellers and 2 per cent for reinsuring. Branch offices will be opened in all parts of the United States, with the head office in St. Louis. The plan will do away with the traveling salesman, which is a large item of expense in developing and holding South American trade. Many leading St. Louis firms are interested in the enterprise.

[Special Correspondence.]

INDIANAPOLIS

BY F. J. MILLER.

While the wheat movement for the last month has shown an improvement over the preceding month, the inclination is still strong with the farmer to hold his grain for a still higher price. Mills are now paying \$1.10 at the elevator, which is a figure the wildest dreamer would not have thought of some six months ago; but there is the prospect that the much desired commodity will climb still higher and Indiana farmers are holding on for the extra price.

More export business is being done, however, with the clearing of the sea lanes and the further definition of the conditions under which shipments may be made to belligerent and non-belligerent countries. Flour is also going out from Indiana in appreciable lots.

* * *

The grain business that has been handled for many years by Bert A. Boyd as an individual is now to be taken care of by a corporation, the Bert A. Boyd Grain Company, recently organized. The three officers of the corporation are all members of the Indianapolis Board of Trade, their combined experience representing eighty-three years of actual service in the Indianapolis grain market, so that they are eminently fitted for the larger task which they have undertaken. All three men received their early training under Fred P. Rush, the pioneer of the Indianapolis grain trade. Bert A. Boyd, the president of the company, has devoted three-fourths of his life to the business, the last twelve years having been in business for himself. He was the first in this market to handle grain on a strictly brokerage and commission basis. E. D. Anderson, the vice-president, is well known to the trade, having been closely associated with Mr. Boyd for more than eleven years, and has been an important factor in the success of the business. Tom Oddy, the secretary and treasurer, was formerly junior member of the grain firm of Cooper and Oddy and for many years has been treasurer of the Indianapolis Board of Trade. The other employees of Mr. Boyd have taken stock in the company and will continue in its service.

* * *

Louis H. Keck, 58 years old, a wealthy business man of Mt. Vernon and a large stockholder in both the Home Mill & Grain Company and the Sunlight Milling Company, died at his home at Mt. Vernon, of uremic poisoning. He had been ill for eleven months. Mr. Keck had been prominent in civic affairs and was a member of the Methodist church. He is survived by his widow, two sons, Louis and Robert; two daughters, Emily and Helen; also two brothers and four sisters.

* * *

The grain elevator at Lewis Creek, owned by the Nading Grain Company of Shelbyville, was destroyed by fire with a loss of \$18,000. The insurance was \$12,500. The fire was caused by spontaneous combustion. The elevator contained more than 6,000 bushels of wheat and 1,800 bushels of oats.

* * *

The offices of the Belt Elevator Company, 1704 West Washington Street, were entered by burglars recently, entrance being gained by a rear window. In the building the burglars found a sledge hammer, a crowbar and other heavy tools, with which they attacked the safe, knocking off the combination knob and the hinges. Although penetrating the outer door, the burglars were unable to reach the strongbox and so gained practically nothing for their efforts.

* * *

After having opposed for many weeks the amputation of a foot affected with gangrene, David King, age fifty-nine, of Elwood, consented to an operation. The disease had progressed too far and he died five days later. He had lived in Madison County all his life and had operated a grain elevator at Frankton for more than twenty years.

* * *

The old Schalk Mill, at Anderson, as the plant was familiarly called, was destroyed by fire with a loss of \$75,000 to \$100,000. The building was one of the landmarks of Anderson, having been built more than fifty years ago by James Crim, a pioneer miller of that city. It was later bought by James Wellington, who made many improvements and

built additional buildings until the plant covered more than half a block. Recently the property had been occupied by an ice and storage company. The explosion of huge ammonia tanks set fire to telephone and light poles and put the entire city in darkness.

* * *

Many members of the Indianapolis Board of Trade attended the funeral of George G. Tanner, one of the organization's oldest members, who died recently. Mr. Tanner had been a member of the board's governing committee for twenty-eight years and served as president two terms. The governing committee passed the following resolutions on his death:

"In the death of George G. Tanner the Indianapolis Board of Trade has lost one of its oldest, most able and most efficient members, one of its incorporators, a member of its governing committee for twenty-eight years, and for two terms—1889 to 1891—its president.

"To his indefatigable energy, arduous efforts and business tact, all credit is due Mr. Tanner, who, having the courage of his conviction, was ever foremost in fighting its battles, and in bringing ultimate success to this organization.

"He was recognized as a man of affairs—one who was ever alert in matters pertaining to the welfare of his city and state.

"George Tanner's word was as good as his bond, and as a result of his untiring persistence, honest and honorable methods, he was a genius in mastering and making a success of all his undertakings.

"In his death the Indianapolis Board of Trade has lost a valuable member, his family a kind and indulgent husband and father.

"The curtain has fallen, but in the dim tomorrow let us hope to meet again in the realm of eternal sunshine."

* * *

The following have been elected to membership in the Board of Trade: William H. Bockstahler, B. V. Barton, Max Flaskamp, Paul H. Krauss, Jr., Otto L. Kipp, Herman P. Lieber, Henry J. McCoy, Olin S. Peck, Nicholas Rosasco, Theodore Stein, Jr., William S. Wilson, Arthur Wolf, Frank C. Jordan, William H. Lohss and Stansfield H. Keeney.

* * *

Two thousand tons of hay stored in a huge concrete barn at the Union stockyards was destroyed in a fire supposedly of incendiary origin. The loss was estimated at \$25,000, fully covered by insurance.

[Special Correspondence.]

CINCINNATI

BY K. C. CRAIN.

Undoubtedly the chief topic of conversation among grain and hay men, and one of the most important factors in the trade which has arisen in a long time, is the amazing and widespread outbreak of foot and mouth disease, and the drastic steps necessary to combat it and prevent its further spread. Locally the movement of live-stock has been practically stopped, with a corresponding effect on the grain, feed and hay business at the stock yards and among the trade in general, while the movement of hay has naturally been hampered by the steps taken to prevent infection from that source. The prompt action of the Department of Agriculture, in amending the regulations on this point so as to permit shipments of hay harvested since August 1 and disinfected, or hay harvested before that time and handled without disinfection, if accompanied by a proper affidavit certifying to the facts, has helped the situation some, but business has naturally been unable to flow in its usual free manner. However, the trade appreciates the necessity of taking every possible step to prevent the spread of the disease, and is therefore inclined to lend all aid in its power to that end, in spite of the losses and difficulties which this entails. One detail of importance, which has been arranged by the Ohio Agricultural Department, involves the stoppage of demurrage charges on cars containing hay, straw and fodder, in order that shippers may not have to pay these charges on account of delays for which they are not responsible.

In connection with the spread of foot and mouth disease in Ohio and other States recently, the following telegram was received on Nov. 9 by the Cincinnati Chamber of Commerce, from Paul Fischer, State Veterinarian, at Columbus:

"Foot and mouth disease exists in following counties: Hancock, Marion, Seneca, Wood, Wyandot, Lucas, Erie, Henry, Fayette, Licking, Harding, Union, Ottawa, Knox. All railroad stock yards, pens and chutes in said counties quarantined. Foot and mouth disease exposed cattle reported in following counties: Auglaize, Ashland, Allen, Champaign, Cuyahoga, Crawford, Darke, Delaware, Fulton, Hamilton, Highland, Logan, Lorain, Mahoning, Miami, Putnah, Paulding, Preble, Pickaway, Richland, Sandusky, Summit, Shelby, Williams, Guernsey, Franklin, Madison, Muskingum, Wayne, Huron. All railroad stock yards, pens and chutes in said counties similarly quarantined. Movement of hay, straw and fodder prohibited. Printed circular will follow."

One rather amusing feature of the present difficulties being experienced by owners of stock—that is, it is amusing if the proper angle can be had on it—is the trouble in which John E. Madden, the famous turfman, found himself with eighteen racing

thoroughbreds which had been transferred from Latonia, the race-course in Kentucky just across the river from Cincinnati, to the stables of the Adams Express Company preparatory to shipment to Lexington for the winter. The Kentucky agricultural authorities refused to permit the horses to be removed across the river, as the state has been quarantined against Ohio stock, and the thoroughbreds have accordingly been interned temporarily at the Carthage fair grounds. Fortunately, none of the other racing stock among the hundreds of head at Latonia, where the racing closed on November 7, were affected, and practically all of them were moved out, going either to winter quarters or to one or the other of the winter courses. Ohio horse dealers and breeders are up in arms about the Kentucky quarantine, however, as they declare it has practically put a stop to business, preventing shipments to Lexington, Ky., for the fall sales, and likewise putting a damper upon an active business in gathering up horses for sale to European army agents. On this last item alone Ohio horse dealers, and the concerns selling feed to them as well, have lost thousands of dollars, as Cincinnati is widely known as a horse market. Now, however, with the movement of stock in both directions cut off, there is "nothing doing," in the simple but expressive slang phrase, and the quiet business which had been the rule among the grain and feed trade during the fall has become even quieter in consequence.

* * *

The grain men of Cincinnati, organized under the name of the Cincinnati Grain Dealers' Credit Association, with a membership running over forty, and including all of the leading members of the trade in the fall city, swung their influence in the recent campaign against the proposed prohibition amendment to the constitution of Ohio, on the excellent ground that it would mean the loss of a big grain business to them. There are many distillers and brewers in and around Cincinnati, whose purchases of corn, rye and malt run into immense figures annually, and the grain men refused to see this business snatched from them without a struggle. They accordingly passed a resolution condemning the amendment, at a meeting at which they were addressed by W. H. Valentine, their attorney, who pointed out the effect which the passage of the amendment would have on them. The opposition of such influential factors as this was undoubtedly largely responsible for the decisive defeat of the amendment, by a majority which approached 100,000.

* * *

The Cincinnati Grain Dealers' Organization held its regular monthly meeting on November 11, the principal subject discussed being methods for the elimination of chronic slow-pay customers. The Association has done good work along this line, but there are not a few teamsters and other large consumers who seem to be disposed to let their feed bills wait until everything else is disposed of, and the grain men propose to make an example of a few of these.

* * *

The Union Grain & Hay Company, one of the largest concerns in the trade in Cincinnati, recently removed its general offices from the business center of the city to its large hay and grain warehouse at Sixth Street and Mill Creek, where it is much more closely in touch with the actual business of the company than was formerly the case. At the same time several changes in the management of the company were announced, the most important of which was the retirement of Mr. Daniel B. Granger as manager, for the purpose of entering the grain business on his own account. He was succeeded by Edward A. Smith, who has been with the company for some time. William Klein continues as city sales manager for the company.

* * *

The Cincinnati Grain Company recently filed a complaint with the Interstate Commerce Commission at Washington against the Louisville & Nashville Railroad, attacking a rate of 11 cents per 100 pounds charged on feed shipped from Cincinnati to Cynthiana, Ky., on the ground that the published rate is 8 cents only. The company asks reparation for the overcharge.

* * *

C. S. Emrick, who was for a number of years an active figure on the floor of the Cincinnati grain, hay and feed exchanges, recently disposed of his interests and left the city, following a controversy with a New York house regarding the delivery of about 16,000 bushels of wheat in August, which it is said would have entailed a heavy loss on Emrick. Mr. Emrick did business under the name of the Emrick Hay & Grain Company.

* * *

William Schepers, 68 years of age, a retired grain dealer of Cincinnati, died recently at his home at 2454 Sixth Street, after a long illness, leaving a widow, two daughters and a son. For many years Mr. Schepers was one of the leading grain men of the city, with a place of business on West Sixth Street. He was a member of numerous social and fraternal organizations, including the Masons, Odd Fellows, Foresters, and the Blaine and Lauchery

Clubs. Burial was in the Carthage Road Cemetery. The services were attended by many grain men who were old friends of the deceased.

[Special Correspondence.]

MILWAUKEE

BY C. O. SKINROOD.

The members of the Chamber of Commerce of Milwaukee are taking a keen interest in the entertainment of the governors of most of the states who will assemble in Madison for a conference on uniform law making for all the states, November 12, 13 and 14. After transacting their principal business at Madison, early in the conference, the entire party will come to Milwaukee on Saturday, November 14, for a round of entertainment which includes a theater party, luncheons and banquet and auto rides about the city. The Chamber of Commerce is represented on the various committees by W. P. Bishop of the E. P. Bacon Company, who will aid in the reception. E. C. Wall of the Chamber of Commerce is a prominent member of the entertainment committee. P. P. Donahue, ex-president of the Chamber, is on the banquet committee arranging an elaborate affair at the Hotel Pfister. S. G. Courteen, another prominent member of the Milwaukee Chamber, is on the finance committee for entertaining the governors. E. G. Furlong and several other members of the Milwaukee Chamber will assist the Citizens' Business League and the Merchants' and Manufacturers' Association in providing a round of pleasures for all the governors who visit Wisconsin at that time.

The Chamber of Commerce was closed the first Tuesday in November for the election holiday. Business was transacted as usual on Columbus Day, which is not a legal holiday in the state of Wisconsin.

Secretary Plumb of the Milwaukee Chamber has written a powerful article on the function of the grain exchanges. He was moved to explain to the people of Wisconsin that it was not gambling transactions of grain men which caused the prices of grain to soar since the opening of the world war, but the actual supply and demand was the prime factor in elevating values.

"The free and unrestricted trading in grain for future delivery," said Mr. Plumb, "not only does not boost prices of grain unduly, but on the contrary, it is the means of steadying and minimizing values. The transactions on the floor of the Chamber are not gambling, but legitimate contracts which help to arrive at the true value of grain, not only for future delivery but for cash delivery as well."

Mr. Plumb points out that the crop of wheat in the United States for the harvest just finished was 896,000,000 bushels. He cites the fact that the farmer does not want to carry this crop until it is to be used in manufacturing or feeding, neither does the consumer want to keep flour or wheat on hand for all the year. Hence the middleman must carry and finance the vast amount of grain. While the crop is being handled, Mr. Plumb points out, some traders are buying and selling grain for future delivery in various specified months. He declares that a trade for 5,000 bushels of wheat, for instance, calls for the delivery of that amount in bonafide warehouse receipts. He explains that even though the various grain deals are cleared by regular clearing house methods, some one has taken the contract to deliver the grain as agreed.

"The law demands that at least one of the parties to a contract for future delivery shall intend to perform it to the letter in order to be valid," added Mr. Plumb. "In the two most recent Supreme Court cases in Wisconsin one party was able to collect on a grain deal for future delivery and the other was not."

Mr. Plumb maintains, therefore, that if one party to a grain contract expects to carry out his part of the deal, it is a legitimate transaction of great benefit to the grain trade; while if neither of the parties to the deal are sincere, it is gambling, pure and simple, which is condemned by the general public and by the grain men themselves. The courts condemn the practice, too, as failure to fulfill such a contract does not permit collection by law.

The Finance Committee of the Milwaukee Chamber of Commerce has decreed that the November interest rate on advances shall be 7 per cent. The high interest rate which set in at the opening of the war is still maintained.

Activity in grain and other lines of business at Milwaukee is indicated by the fact that bank clearings of the city are running from 1 to 4 per cent higher than a year ago, despite the losses of more than 20 per cent over last year for the rest of the country.

The amount of grain in store at Milwaukee at the close of the month of October, according to the secretary of the chamber, was 213,000 bushels of

wheat, 66,000 bushels of corn, 938,000 bushels of oats, 260,000 bushels of barley and 58,000 bushels of rye.

The Milwaukee Chamber of Commerce weighing equipment was pronounced to be among the best in the country by the scale experts who accompanied the government test car when inspection was made of the local weighing facilities.

F. F. Clapp, chief weigher for the Milwaukee Chamber of Commerce, has cautioned shippers of grain to use more care in cooping cars before they are loaded. He asserts that cars with poor linings pocket a great deal of grain. He mentions instances in which as much as seven bushels of wheat had been taken from the linings of a car after the floor of the car had been swept clean.

Milwaukee has a reputation for handling very large cars of grain. One of the most recent instances was a car of oats which contained 3,174 bushels of oats by actual weight.

Milwaukee grain men are taking considerable interest in the suit filed in the Milwaukee Circuit Court by the Central Trust Company of New York to foreclose a \$14,789,000 mortgage against the Pere Marquette Railroad Company. The plaintiff petitions that directors and officers of the railroad company be enjoined from interfering with or disposing of the Wisconsin property of the corporation; that receivers be appointed; and that such property of the corporation held in Milwaukee be sold to satisfy the mortgage held by the trust company.

George W. Shepard, of the Milwaukee Chamber of Commerce has made a sensational prediction that \$2 wheat is coming soon as a result of this war. He says: "Europe's last wheat crop, according to the agriculture department at Washington, was 700,000,000 bushels less than the previous crop. What in heaven's name will it be next year when the war will be in progress during the time of seeding? Several other countries are being dragged into the war and Italy will probably get into the fight, too. The Canadian crop was also short. The American crop of wheat has been going out in great quantities to the hungry European buyers. Primary receipts are in excess of last year's by 60,000,000 bushels to date. If wheat sold at \$1.90 in 1877 because of the Russian-Turkish war, it is only a question of time when wheat will sell at \$2 a bushel, with this vast war going on."

The Milwaukee Chamber, the Merchants and Manufacturers' Association and Mayor Bading have collected and sent to the American Red Cross Society at Washington more than \$1,170 to be used for the alleviation of those suffering on the battlefields of Europe.

Just before the adjournment of Congress the members of the Milwaukee Chamber were busy in fighting the proposed tax on grain dealings. The argument was made that no such tax should be levied because those not connected with grain exchanges would escape such a tax. Protest was made against levying a tax on grain which means essentially levying a tax on food and because boards of trade are the best protection the people have against unduly high prices for grain.

The growing popularity of the Milwaukee Chamber and Milwaukee as a place to sell grain is shown by the fact that in nine months, 8,000,000 bushels were handled more than last year. In a single month the business jumped from 6,800,000 bushels last year to 10,400,000 bushels this year. Wheat, oats and barley trade have all felt the impetus of greater business.

Members of the Milwaukee Chamber have some objections to the new Federal corn grades which went into effect July 1. One result expected is great delay and great confusion in inspecting when the new corn comes on the market in quantity. A more laborious inspection is required under the new rules.

John J. Murphy, traveling solicitor for L. Bartlett & Son Company in Minnesota, Wisconsin and South Dakota, has been a salesman for a time on the floor of the Milwaukee Chamber. He was born and reared in Milwaukee. He has had wide experience in the grain trade, although still a young man.

Henry Balzer, president of the Lakeside Distilling Company, has been elected a member of the Milwaukee Chamber.

The Postal Telephone & Telegraph Company has announced that beginning November 30 it will refuse to supply leased wires to brokers.

George A. Schroeder, traffic manager of the Milwaukee Chamber of Commerce, has received in-

formation that carriers are planning to advance the rates on grain and grain products in car load lots to Eastern trunk line territory 1 cent per 100 bushels, effective December 1, 1914. Notices have been published forecasting this advance.

Among the large cargoes of grain recently cleared from Milwaukee are the *Edwin N. Ohl* which left for Buffalo from Elevator A with 264,000 bushels of wheat.

The Interstate Commerce Commission at Washington ordered a hearing at Washington November 5 on the Milwaukee switching case and at Chicago November 11 on grain rates from Milwaukee to New York via Manitowoc across Lake Michigan.

For the week ending November 7 the price of barley gained from 1 to 3 cents per bushel at the Milwaukee market, with Wisconsin barley closing at 67 to 74 cents per bushel. Malting and shipping interests are buying barley quite heavily and the market is well cleared. The movement of barley for the week was 320 cars, compared with 350 cars in the previous week. The choice to fancy barley is moving at from 73 to 75 cents per bushel, the fair to good grades at 67 to 72 cents and the feeding grades at 61 to 63 cents per bushel.

The new corn received here is of excellent quality due in part to the excellent weather. Receipts were 225 cars for the week compared to 124 cars the week before. Prices are strong despite the increasing movement of old and new corn, with good buying for export and for domestic sales as well. The net gain for the week was 2 to 3 cents, with the bulk of sales ranging from 70 to 77 cents per bushel.

Values in oats advanced fully a cent for the week ending Nov. 7, with an active demand displayed both by shippers and for home account. There is good buying also in the feed and cereal trade. Receipts for the week were moderate with 359 cars against 339 cars in the previous week. Market is generally active and firm. The bulk of sales for the week ranged from 46 to 49 cents per bushel.

Wheat also advanced from 1 to 2 cents per bushel for the first week of November. Millers and shippers are taking it freely and the best milling grades are in keen demand. Trade is rather light with only 76 cars received for the week, compared with 48 cars in the week previous. Sales ranged from 92 cents to \$1.16 for No. 1 Northern.

There was a sharp rise in the price of rye for the first week of November of about 6 to 7 cents. Milwaukee is leading all the markets in the upward movement of prices. Exports and home demands are larger than the supply. Only 96 cars were offered here, compared with 124 cars in the week previous. All sorts of rye are wanted and the offerings are snapped up readily at prices now ranging from \$1 to \$1.02 per bushel. This is an extraordinary high price and gives an inkling of exorbitant grain prices which may be on the way because of the huge war demand for grain of all kinds in Europe.

[Special Correspondence.]

TOLEDO

BY E. F. BAKER.

Market conditions in Toledo are extremely promising and conditions generally are excellent. While not a great deal of new corn has as yet made its appearance such as has arrived is in good shape with the exception of showing considerable moisture. Illinois corn is better than it has been for years and the Ohio product is satisfactory. "Big Chief" Culver reports the moisture from 18.2 per cent to 31.2 per cent moisture.

Wheat is beginning to come in pretty well and the qualities from Ohio, Indiana and Illinois are extremely fine, 96 per cent grading No. 2 Red, straight. The remainder is also fine grain but is mixed with smut to some extent. The Michigan product is not so good as it shows considerable smut.

The wheat receipts have been heavy recently and the local elevators are all comfortably filled. While some more wheat can be handled here it will not be long at the present rate until there will be a general demand for more storage room. Toledo is in much better shape for handling large quantities of grain than in previous years as large additions have been made to its elevator space during the past year or two. There is now said to be on hand in Toledo the following stocks: 789,000 bushels of wheat, 60,000 bushels of corn and 887,000 bushels of oats. Toledo receipts for the past week amounted to 170,000 bushels of wheat, 62,400 bushels of corn, 128,000 bushels of oats. The shipments for the same period were 21,500 bushels of wheat, 43,660 bushels of corn and 54,500 bushels of oats. The receipts of wheat have been pretty heavy and have

included several shipments of spring wheat from Duluth, but the shipments have been weak as local millers seem to be anxious to secure and hold large wheat stocks. There has been some little exporting of wheat but the export business on flour is much heavier, the greater share of these shipments, it is said, going to France and Great Britain.

* * *

The prospects for next year's crop so far as can be estimated at the present time are good. Large acreages have been planted and for the most part look good. Throughout the Maumee Valley the wheat looks fine, resembling in most fields a new mown lawn of early summer. Some farmers are complaining of the weather but "Big Chief" Culver states that it is difficult to make a guess of new crop prospects so early in the season. Said he: "Back in '92 I remember the wheat was planted in dust, so thick that the farmers planting could scarcely see the horses ahead of them, and I never saw a finer wheat crop."

* * *

Fred Mayer of J. F. Zahm & Co. and Frank I. King of C. A. King & Co. are both optimists and in printed interviews both express the opinion that "there's a good time coming" later on. Mr. Mayer stated that there was some restriction of business on grain exchanges because of the difficulty in securing money for merchandizing purposes. Said he: "It appears to me that the outlook is much brighter than it was a few weeks ago and with the opening of the regional banks and continuance of the foreign demand for our wheat and flour, money conditions will be easier." Mr. Mayer stated that he thought Toledo banks had done very well with their patrons, all things considered. Mr. King sees a gradual improvement in business conditions and makes the brightest predictions for the future, especially for farmers and grain dealers.

* * *

F. O. Paddock, prominent Toledo grain man, went to Chicago this week to attend the annual meeting and banquet of the National Industrial Traffic League to be held there Friday.

* * *

A cargo of flax is expected at the Toledo docks this week from Duluth for the Toledo Seed & Oil Company.

* * *

A. E. Royce, a well known grain dealer of Bowling Green, Ohio, died at his home in that city on November 1, from hardening of the arteries. He was president of the Royce & Coon Grain Company.

* * *

The market for new corn has not yet opened at St. Mary's, Ohio, and it is stated may be held closed for a couple of weeks yet. A large percentage of the new crop has been husked and several wagon loads were brought to town a few days ago, only to be refused by local merchants.

* * *

Farmers around Fremont, Ohio, are complaining that the mild weather and winds are damaging the new wheat crop. Cold weather and rain, they declare, are badly needed. The acreage in that section is the largest planted in years.

* * *

The last of the old-time lake schooners, the *Sam Flint*, is rapidly going to pieces on the rocks in Lake Michigan. This boat was built 47 years ago and was originally a lumber boat, but later because of her great carrying capacity was shifted to the grain trade, plying between Chicago, Milwaukee and Buffalo. This boat and her sister ship, the *Dan K. Tyndal*, built at the same time and after the same pattern, were once the pride of the lakes and were the swiftest of the entire fleet of sailing vessels then in commission.

* * *

A settlement was recently effected in the case brought by Simon Fronizer against the Bellevue Farmers' Grain Company, at Fremont, Ohio. The suit was for the payment for the building of an elevator for the grain concern which it was alleged was not built according to contract. The case had been fought clear through to the supreme court and was then remanded back for trial. Under the terms of the settlement the defendant is to pay all the costs in the common pleas, circuit and supreme courts, with the exception of the cost of printing the record.

* * *

Because business is not as rushing as usual on the Toledo Produce Exchange the grain dealers do not lose their optimistic outlook on life but take the opportunity to review an early period of life and the jokesmith is on the job most of the time. A stranger happening onto the floor might easily believe that he had entered a schoolroom while "teacher" was out, judging by the pranks played. A man comes in and starts a funny story to a crowd. With a look of complete disgust the entire crowd to a man turns and stalks away. Hats are tacked on the walls, men sitting in chairs attempt to rise only to find they are securely tied to their seats. A man starts to read a depressing item relative to the war, when some one from behind throws a shoe-box full of grain through the paper and over

the shocked and astounded reader. Loaded cigars are common implements of torture and frowns are forbidden.

* * *

The Ohio wheat crop promises to be a bumper, according to the November crop report of the state agricultural commission, issued Monday, November 9. The present acreage sowed in wheat is estimated at 1,828,267 acres, 5 per cent better than at this time last year. Growing conditions are 101 per cent of an average. Corn prospects are 93 per cent, a little below an average. Rye acreage is reported at 134,789 acres, only 94 per cent of an average, and condition is 98 per cent normal.

[Special Correspondence.]

KANSAS CITY

BY B. S. BROWN.

George Davis was given the opportunity to do a big thing recently for the benefit of Kansas City and of the grain trade, and he met his opportunity with a spirit and a tact that roused the entire meeting of business men before whom he spoke to enthusiasm. The occasion was "Board of Trade Night" at the monthly dinner of the Kansas City Association of Credit Men. Lyle A. Stephenson, chairman of the program committee, had conceived the notion that the business men of Kansas City in all lines ought to understand more thoroughly and intimately just what relation the different industries of Kansas City bore to the welfare of the community; that Kansas City did not know nearly as much about some of the biggest enterprises as it did about some of the smallest. Mr. Stephenson was one of the few men outside the grain trade who appreciated the importance of that trade and who understood the significance of its phases, and Mr. Davis made the two hundred men present at this meeting see very clearly these same things too. The beauty of Mr. Davis's speech was that it was short, sharp, exactly to the point and his thoughts were expressed in the clearest and plainest language. He spoke offhand as one business man to another. He told first of the tremendous volume of grain that passes through Kansas City or is milled here; of the fact that the grain trade provides one-sixth of the bank clearings of Kansas City; of the economic advantage of the big central market to the territory. Then he plunged without mincing matters into the subject of speculation and future trading. He said there must be speculation somewhere in the handling of such a tremendous amount of grain which must be marketed over a considerable period; just as there is speculation in the handling of real estate or dry goods or any other commodity. The necessity of future trading on the board of trade, however, is particularly well illustrated in the situation following the war scare, when men who believed in wheat bought futures and boards of trade remained open so they could buy futures and so the farmers would have an opportunity to know the value of their wheat; while the lack of a cotton exchange at this time is causing grave demoralization in the market for cotton in every step of its passage from the field to the consumer. A point made by Mr. Davis which caused a deep impression was that no other industry handles its commodity at so economical a cost as grain is handled from the field to the grocery store—and Mr. Davis significantly emphasized the point at which the economical distribution stopped. He told a little story about speculation that did more to clarify the notion as to trading in futures on the board than a two hours' lecture could have done. The story bristles with all the points that Mr. Davis was aiming to make. "I have a friend who is in the lumber business," he said. "This friend had heard me say that I thought wheat was going higher, so he came around one day and said he thought he would like to buy 50,000 bushels of wheat. I said to him, 'You've told me several times that you thought lumber was going higher, didn't you?' He said he had. 'Well,' I said to him then, 'what would you think of me if I went down to your office and, remembering what you said about lumber going higher, told you I wanted to buy 50,000 feet of lumber.' He looked at me kind of funny and said he did not like to tell me what he would think of me. 'You don't need to tell me,' I said, 'but that's just what I think of you when you come up here and want to buy wheat; you had better stick to your own business.' And that's what I say to you, men, and others about speculating in grain. You'd better stick to something you know something about."

* * *

The first printed copy of the by-laws and regulations of the Kansas City Association of Hay Dealers will be off the press within a week and will take effect December 1. For ten years the association has carried on its business without printed regulations, and it was because of the difficulties that arose from such a system that led the association to have the regulations adopted this year, printed. It will now be possible for any member of the association to learn instantly what course to follow when he is in doubt as to what the policy of the association is in the matter. Thirty-six regulations

have been adopted, all of which have been in force before. A new regulation was proposed by President B. F. Tyler, but was defeated. It provided that the hay men hire a weigher at a salary of sixty dollars a month, and pay the warehouse men fifty cents a car as a weighing fee. The warehouse men objected to this, so it was decided to make a flat fee for weighing of seventy-five cents a car, and the warehouse men furnish the weighmaster. There is also a change in regard to the "loose hay regulation." Formerly the hay men received fifteen cents a bale for all loose hay, but the new regulations provide that the warehouse men shall pay one half the price per bale that the baled hay in the same car sold for.

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The Shannon Grain Company announced in a Maysville, Mo., newspaper October 22 the opening of their elevators at Amity and Maysville.

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Thirteen hundred tons of baled prairie hay were destroyed by fire in a barn near Gridley, Kan., October 15. The barn was struck by lightning. Another barn containing 400 tons was burned the same night.

* * *

The Roth Grain Company of Wichita handled on October 23 what is believed to be the first car of feterita ever sold in Wichita. The grain graded No. 3 and was disposed of to a local dealer. It is reported that buyers for milo maize and Kaffir are in the market for feterita as much as for the older and more familiar grains, and this is resulting in a larger acreage of feterita being sown.

* * *

The Bigelow Grain Company of Bigelow, Mo., has just completed another elevator and has installed a corn cleaner, also a corn sheller operated by an electric motor. It can now handle seven hundred bushels of corn per hour from wagons to car.

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The Shofstall Hay & Grain Company was incorporated in Kansas City, October 31, with a capital stock of \$2,000. The incorporators are Clement S. Scott, Wm. M. Shofstall and Clifford E. Shofstall.

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The Lipscomb Grain Company, of Afton, Okla., has installed a 20-horsepower motor in its elevator for furnishing power.

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A district conference of the Missouri Grain Dealers' Association was held at Springfield October 30, with about twenty members in attendance. The meeting was informal with discussions of general matters of interest to the grain dealers. Eight Springfield grain and flour firms joined the Association at this conference.

* * *

A report from Norway, Kan., reports that some little damage is being done to early sown wheat by the Hessian fly in Republic and adjoining counties, which heretofore have been free from this pest.

* * *

Complete reports of assessors to the Kansas State Board of Agriculture, issued October 16th, show that 9,061,791 acres of wheat were sown in the state for the 1914 crop. Taking the government's August estimate of 20.5 bushels per acre on this acreage would mean a production of 185,000,000 bushels. In November the State Board will make a canvass of the 1914 yield. "When the results of this final investigation are ready, authentic information will be available for Kansas crops and live stock in 1914, in detail, by counties," said J. C. Mohler, Secretary of the Board.

* * *

The Missouri Valley Grain Dealers' Association was organized at Marshall, Mo., October 20. J. S. Klingenberg of Concordia, a director of the Missouri Grain Dealers' Association, was elected president, with Charles Budde of Higginsville secretary. T. A. Bryant, secretary of the state association, was made an honorary member. About forty grainmen and millers from Salina and surrounding counties were present.

* * *

S. P. Hinds of the Hinds Grain Company returned from a trip to northwestern Kansas October 26th. Mr. Hinds found there was still some wheat threshing to do in that section and that seeding was not finished, also that grasshoppers were destroying some of the newly planted wheat.

* * *

"There is a free movement of wheat in nearly all parts of Kansas," said M. W. Cardwell of Topeka, who was on the Kansas City exchange recently. "Chicago and Minneapolis are bidding 1 cent to 1½ cents over Kansas City and getting a great deal of grain."

* * *

It is said that most of the new crop of Kaffir in Kansas was badly stained, and that practically no good cars have been received in Kansas City.

* * *

L. Cortelyou of Muscotah, Kan., reported on October 14 that the acreage of wheat in northeastern Kansas would be much reduced. "We have had a very wet fall," said Mr. Cortelyou. "I don't believe that 15 per cent of the seeding has been done. Much

bottom land will not be broken because of moisture and weeds. Seeding will proceed up to November 1 and possibly later, if the weather permits. I have seen good crops that were sown as late as November 15, in warm seasons."

* * *

Alfred Hertz of the Hall-Baker Grain Company received a letter from his nephew, Paul Burgess, a Presbyterian missionary of Quezaltenango, Guatemala, reporting that locusts had destroyed one fourth of the corn crop. "Foodstuffs, excepting meats, are high," he said. "Meats are 4 cents a pound gold. Since the European war broke out \$1 of United States gold is worth \$40 of our paper money. My salary in Guatemala money is \$5,600 a month."

* * *

W. B. Lathrop of the Peirson-Lathrop Grain Company reports the increased receipts of oats in Kansas City during the latter part of October were due not only to the good prices, but the oats were being moved out of country elevators to make room for new corn. These shipments originated in Kansas and Missouri.

* * *

W. F. Hinerman, in Kansas City last month, reported that Salina County because of dry weather had not seeded more than 75 per cent of normal acreage of wheat at least around Brookville, Kan., his grain dealing headquarters. About 40 per cent of the last crop remained.

* * *

F. M. Corbin of B. C. Christopher & Co. exhibited recently on the floor of the board of trade pancakes and muffins made from feterita meal. Those who tasted said they were as good as alfalfa cakes, anyway.

A GLIMPSE OF WAR'S EFFECT IN BELGIUM

The Belgians are the greatest bread eaters in the world. For the population of less than seven million the annual wheat requirements are approximately 55 million bushels. But Belgium does not raise that much wheat or even a third of it. Forty million bushels are imported annually to Antwerp for use in this little country and many times that amount was formerly imported to Antwerp to be reshipped



THE WOMEN AND CHILDREN ARE NOW WORKING IN THE FIELDS OF BELGIUM

by rail and canal to Holland, Northern France and Germany. Antwerp is the greatest wheat-importing port in Europe.

When war broke out in Europe the Belgians received the first blow. The men in the fields dropped their tools and hurried to the front. With a crop of 15 million bushels of wheat there was some harvesting to do and the women and children set to work. The accompanying illustration is typical of what may be seen in all parts of the unfortunate country.

The rice and nipa crops of the island of Luzon were severely injured during the floods in the early part of September. In Pangasinan, one of the largest rice producing provinces in the Islands, the early rice crop was entirely destroyed, while in Bataan the loss to all growing crops is estimated as high as 80 per cent.

CROP IMPROVEMENT

ESTABLISHMENT OF SEED CLUBS ADVISED

A leaflet has been sent out by the Crop Improvement Committee urging the organization in each county of seed clubs which will guarantee faithful performance, either as a subdivision of the County Farm Bureau or as a society of grain breeders which will lead ultimately to a strong county organization in charge of a paid agriculturist.

The president of a prominent seed house writes:

I think the time is ripe for something in the line of identified seeds grown by individuals or associations. There must be something to it, because from the reports I have heard, the Wisconsin Experiment Association has sold more seed barley in the past year or so than this seed company has sold in its entire existence.

We would be glad, if we could be sure of the inspection, to handle such seeds at a very small margin, but we cannot risk our reputation on the actions of growers without some adequate assurance that the seeds will be delivered as represented.

Not only Wisconsin, but Minnesota, Dakota, Iowa and other states have had great demand for the seeds tested in the experiment fields and guaranteed by the Department of Agriculture. This work could be taken up in each county to even better advantage as home grown seed is always best.

WARNING AGAINST HESSIAN FLY

A warning has been sent out by the Crop Improvement Committee against the Hessian fly. It advises how it is possible to detect the pest as follows:

If there is volunteer wheat or if you sowed your

which grows the stem, is always absent and infested plants stand much more erect in the drill-row and do not spread out and cover the ground like healthy plants.

In the uninfested plant, the leaves are more slender, of a lighter green and do not stand so erect, and as tillers are thrown up they spread out and cover the ground. They may have every appearance



HEALTHY WHEAT PLANT

The Formation of Tillers above ground indicates that the Hessian Fly has not attacked the plant.

of being less vigorous than the infested plants, but this is not the case, and the central rolled leaf is always present, indicating a healthy stem. The difference between the infested and uninfested plants is shown by the illustrations.

You may be able to save your infested field by pasturing in dry weather only, young or light weight animals. The tramping of the soil will probably crush many of the maggots and thus facilitate infested plants throwing up fresh and healthy tillers or sprouts as shown at the left of the lower figure,



INFESTED WHEAT PLANT

The Absence of Tillers or Stems Above Ground Shows the presence of Hessian Fly.

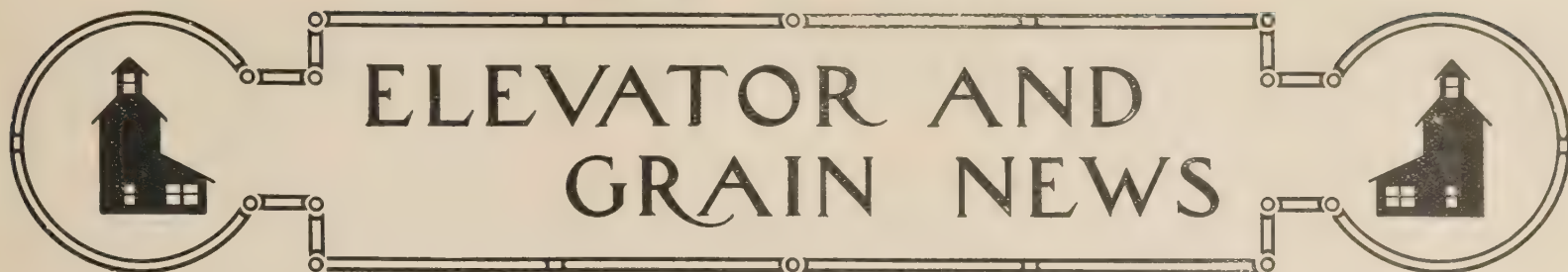
and these will appear above ground too late to become infested. Surviving the winter, these uninfested tillers will give the field an increased number of plants in the spring. While this will not entirely destroy the enemy, it may save the crop.

All which hatch out in the spring will go after the young wheat in the same way in April or May, so it is best to plow up patches where you find them this fall. Be careful, however, as they may infest only small strips or patches. Don't sacrifice the whole field if you can avoid it.

wheat too early, you had better look for Hessian flies as soon as the wheat plants appear. You can do this until the leaves turn brown. The eggs are always laid on the surface of the leaves and the maggots, as soon as they hatch, make their way down the leaves to a point just above the roots of the young plants where they begin to feed. Later you will find from six to fifteen small brown lumps like small flax seed.

This pest has been known for over one hundred years but not one farmer in a hundred knows whether or not he has got it. Don't mistake plenty of other insects which may be more or less beneficial.

Infested wheat has broader leaves of a much deeper green color, resembling in this respect the leaves of volunteer oats. The rolled central leaf, through



ILLINOIS

It is understood that an elevator will be erected at Milledgeville, Ill.

The Hebron Lumber Company, of Hebron, Ill., is building an elevator.

Fred Walters and W. H. Wrigley have purchased an elevator at Le Roy, Ill.

E. D. Riser & Co. have installed new condensers in their elevator, at Ludlow, Ill.

The Hasenwinkle Elevator, at Heyworth, Ill., has been covered with new sheeting.

A concrete floor has been laid in the elevator of Frary & Son, at Prophetstown, Ill.

The Smith-Hippen Grain Company has moved into its new office building at Pekin, Ill.

Farmers in the vicinity of Walton, Ill., are planning to organize an elevator company.

A new safe and other improvements have been installed in the elevator at Muncie, Ill.

The Harrison Grain Company is building a new corn crib near its elevator at Wapella, Ill.

Motors and electric equipment have been installed in the Rodenbeck Elevator, at Lincoln, Ill.

The new Farmers' Elevator, at Pekin, Ill., is nearly completed and will soon be ready for operation.

The Kempton Farmers' Elevator Company, of Kempton, Ill., recently declared a dividend of 10 per cent.

Kaminsky & Co., of Earlville, Ill., have installed a new leg in their elevator, the roof of which has been raised.

The Brighton Grain, Flour & Feed Company, of Brighton, Ill., is building a new office structure, near its plant.

The Farmers' Grain & Coal Company, recently incorporated at Harmon, Ill., has taken over the Hettinger Elevator.

An addition has been built to the elevator of the Drummer Grain Company at Gibson City, Ill., for the handling of ear corn.

Elevator "C" of the Armour Grain Company, Chicago, was closed several days recently while its power plant was repaired.

The directors of the Farmers' Elevator Company, at La Hogue, Ill., have decided to reorganize with a capital stock of \$20,000.

Henry Monk, E. J. Crawford, Henry R. Meyer, Charles Gast, Elmer E. Barton and others are organizing an elevator company at Peotone, Ill.

The Farmers' Elevator Company has completed the construction of new corn cribs on the Chicago, Burlington & Quincy Railroad at West Brooklyn, Ill.

The Farmer City Grain Company, of Farmer City, Ill., recently held its annual meeting and elected the following directors: I. N. Rinehart, Jr., John Kissack and A. L. Hall.

F. J. Dorney, formerly interested in the Bluff City Mill & Elevator Company at Mt. Carmel, Ill., and Fred Holsen, Jr., have taken over the Allendale Mill & Elevator at Allendale, Ill.

At the annual meeting of the Farmers' Elevator Company, Arnold, Ill., a dividend of 8 per cent was declared and the following directors elected: Harry Rice, R. S. Wood and Patrick Dowling.

The North Henderson Grain Company, of North Hendersoh, Ill., has been incorporated with a capital stock of \$8,000. The incorporators are J. E. Deets, Alex Miller and Swan Johnson.

At a recent meeting of the Garfield Grain & Coal Company, of Garfield, near Streator, Ill., a dividend of 20 per cent was declared and the following directors re-elected: Thos. Whalen, C. D. Sullivan and W. H. Jennet.

The annual meeting of the stockholders of the Cropsey Elevator Company was held at Cropsey, Ill., last month, when a dividend of 10 per cent was declared. No change was made in the directorate, but C. H. Pratt, who has been manager of the business for several years, presented his resignation.

The Farmers' Elevator Company, of Greenview, Ill., has awarded a contract to the Burrell Engineering & Construction Company, Chicago, for the construction of a 25,000-bushel addition to its house. The structure will rest on a concrete foundation and will be iron-clad. It will be of cribbed construction, operated by an electric motor, and new equipment will include a United States Cleaner.

The Farmers' Grain & Coal Company, of Mason City, Ill., has purchased the grain business of J. A. McCreary & Sons at that place. It is stated that the elevator included in the deal will be dismantled and the machinery removed elsewhere.

The Kewanee Farmers' Elevator Company, of Kewanee, Ill., has been incorporated with a capital stock of \$15,000. The incorporators are W. D. Lester, O. L. Hatch, Burt Craig, T. F. Oliver, T. J. McLennan, Joseph M. Ryan and Rudolph Beyer.

The elevator, coal and feed business of Jackman & Son, at Genoa, Ill., has been purchased by S. T. Zeller & Son, of Ashton, Ill., who will take possession about December 1. The elder Jackman has been engaged in the business for 35 years and will now retire, while his son will engage in stock raising.

The Harmon Farmers' Grain & Coal Company, recently incorporated at Harmon, Ill., has elected the following officers: President, C. W. Merchant; vice-president, D. D. Considine; secretary, James Frank; directors, E. J. Mannion, James Frank, M. Watson, James R. McCormick, C. W. Merchant and D. D. Considine.

The Farmers' Elevator Company, of Iroquois, Ill., has awarded a contract to the Burrell Engineering & Construction Company, of Chicago, for the erection of a 30,000-bushel elevator and a 20,000-bushel crib. The structures will be of cribbed construction and iron-clad with concrete foundations. An Invinible Cleaner will be a feature of the equipment.

OHIO, INDIANA AND MICHIGAN

E. S. Wicks, of Polk, Ohio, has erected an elevator at Savannah, Ohio.

Farmers have completed the construction of a new elevator at Tiffin, Ohio.

An effort is being made at Akron, Mich., to organize a co-operative elevator company.

Farmers in the vicinity of Marion, Ind., will organize a company and build or buy an elevator.

The Ansted & Burk Company, Springfield, Ohio, is building a new structure which will house a Hess Drier.

An elevator company is being organized at Hoagland, Ind., and an elevator will be erected or purchased.

The Freeport Farmers' Elevator Company has been organized at Freeport, Mich., with a capital stock of \$10,000.

The Swartz Creek Grain Company, of Swartz Creek, Mich., has increased its capital stock from \$20,000 to \$30,000.

Michigan Central Elevator "A," at Detroit, Mich., is being razed. The house was built several years before the Civil War and was the oldest elevator in Detroit.

A cleaner, having a capacity of 750 bushels' hourly, and other new machinery have been installed in the house of the Hauss & Bitler Elevator Company at Wapakoneta, Ohio.

B. E. Cummiskey is planning to build an elevator and produce warehouse at Pontiac, Mich., next spring. Mr. Cummiskey was formerly manager and secretary of the C. E. DePuy Company.

J. O. Finch, of Indianapolis, Ind., has purchased the site at Centerton, Ind., formerly occupied by the elevator of J. H. Rothrock, Sr., which was destroyed by fire, and will rebuild the structure.

The Pigeon Elevator Company, of Pigeon, Mich., of which Albert Kleimschmidt is secretary and treasurer, has purchased a three-acre site on which an elevator will be erected next spring.

The Sherman Grain Company, of Fort Loramie, Ohio, has just completed its new elevator. It is equipped with electric motor power and is one of the most up-to-date elevators in the state.

An elevator will be erected at Beech Grove, Ind., next season by H. E. Kinney, of the H. E. Kinney Grain Company, of Indianapolis, Ind. Mr. Kinney formerly planned to erect the house this year.

The Myers Brothers Grain Company has succeeded the Jacob Myers Elevator Company at Francesville, Ind., Jacob Myers, former president, W. C. Myers, vice-president, and R. F. Myers, having retired from the business. H. A. Myers and Roy

Myers are the members of the firm continuing the business, which has been established 18 years.

Arnold & Engler, of Pennville, Ind., have installed a new sheller, manlift, power dump and other improvements in their elevator.

It is said that Thorn & McIntosh are interested in the organization of a company to establish an elevator at Bradley, Mich. The firm was instrumental in the recent organization of the Mt. Forest Elevator Company at Mt. Forest, Mich.

SOUTHERN AND SOUTHWESTERN

The elevator at Bluejacket, Okla., has been overhauled and repaired.

George Keller, of Newport, Ky., will build a large addition to his elevator.

The Laser Grain Company, of Clarksville, Ark., has opened a cotton warehouse.

Raynolds, Post & Raynolds have completed a new elevator at Arkansas City, Ark.

Mears & Son, grain dealers at Grainola, Okla., contemplate buying or building an elevator.

The Berryville Mill & Elevator Company, of Berryville, Ark., is preparing to build a warehouse.

The Lipscomb Grain Company has installed a 20-horsepower motor in its elevator at Afton, Okla.

The Chamber of Commerce, at Athens, Ga., has been considering the matter of building an elevator.

The Augusta Elevator Company, of Augusta, near Carmen, Okla., has succeeded the Carmen Roller Mills.

Thos. C. Hamer and others of Marlboro County, S. C., are planning to erect a mill and an elevator at Bennettsville.

It is stated that a movement is under way for the establishment of an elevator at Newnan, Ga., by a stock company.

The Logansport Grain Company has taken over the elevator at Supply, Okla., formerly operated by the Farmers' Supply Company.

W. C. Clark, grain dealer, at Vicksburg, Miss., has been seeking to interest the citizens of that place in the erection of an elevator.

John T. Moore, care A. T. Small Brick Company, Macon, Ga., is in the market for grain elevator machinery and oat-clipping equipment.

The Mead Grain Company, of Fort Scott, Okla., has fitted its warehouse at Welch, Okla., with new machinery and it will be used as an elevator.

The New Era Milling Company, of Arkansas City, Ark., is completing the construction of 15,000 bushels' additional concrete storage to its plant.

Percy Dawson, who is interested in the building of an elevator at Greenwood, Miss., will make an effort to secure the building of a similar house at Selma, Ala.

W. J. Price, of Roscoe, Texas, has purchased the plant of the Seymour Mill, Elevator & Light Company, at Crowell, Texas, formerly owned by L. Gorman, D. M. Lankford and W. F. Woodrum.

Wheeler Brothers, grain dealers, at Weatherford, Okla., have purchased an elevator, at Choctaw, Okla., from the Rosenbaum Grain Company, of Chicago. New machinery has been installed and new coal bins erected.

Last month a meeting was held at Greenwood, Miss., to organize the Greenwood Elevator & Grain Company, capitalized at \$10,000. Storage houses will be erected at once. Among those interested are T. R. Henderson, C. E. Wright and S. F. Jones.

The Farmers' Grain & Elevator Company, of Anderson, S. C., has been organized with a capital stock of \$25,000. J. S. Fowler, W. A. Watson, S. A. Burns, J. W. Rothrock, Marion Smith, J. R. Anderson and Jas. McGee have been appointed to prepare plans for incorporation.

J. C. Everett & Co., of Maysville, Ky., grain and seed dealers, are preparing to build a four-story elevator and warehouse, 66x160 feet on the ground, with an elevator capacity of 50,000 bushels. The old warehouse will be utilized for a retail store.

The Doggett Elevator, at Fort Worth, Texas, will be operated by the Panther City Grain Company, I. A. Mabry, formerly connected with the Simonds-Shields Grain Company, Oklahoma City, Okla., having become associated with E. B. Doggett, of the Doggett Grain Company, Dallas, Texas, to operate

the house. A new warehouse will be constructed adjoining the elevator, and Mr. Mabry will act as manager of the business.

The Panhandle Grain Company has removed its office from Higgins, Texas, where the organization was formed last July, to Amarillo, Texas, and D. D. Hunter, general manager of the company, is in charge. The firm now has elevators at Higgins, Panhandle, White Deer, Pampa, St. Francis and Hereford, Texas.

The Planters' Manufacturing Company, cotton seed oil mill owners, of Clarksdale, Miss., has started a movement for the erection of an elevator to be constructed and operated on the co-operative plan and capitalized at \$100,000. W. P. Holland, of the Planters' Company, speaking of the movement, said: "We propose to handle the matter as a branch enterprise of the Planters' Manufacturing Company, and will advance money on the growing grain crops the same as we now do on cotton and cotton seed. We will allow the farmers to help themselves while they are helping each other. We will probably manufacture mixed feeds, and the grain will be handled on a basis of profit for all parties concerned."

EASTERN

R. G. Allison is building an elevator and warehouse at Ambridge, Pa.

Preston Brothers are building an elevator in connection with their mill at Towanda, Pa.

The elevator of the Keeler Grain Company, at Danbury, Conn., has been purchased by H. E. Meeker.

Contract has been awarded for the construction of an elevator at Townley, N. J., for Charles Schaefer & Son, of Brooklyn, N. Y.

The Glade Valley Milling Company, of Woodsboro, Md., is building a 20,000-bushel elevator in connection with its new 75-barrel milling plant.

H. S. Hunsacker is operating a new concrete elevator at Lime Valley (R. F. D. from Strasburg), Pa., and electricity is used for motive power.

It is stated that a new terminal elevator of 500,000 bushels' capacity or more is being planned for Baltimore, Md., by the Western Maryland Railroad.

George L. Shook has taken over the grain and feed business of George S. Kidder, operating at Ticonderoga, Moriah Center and Port Henry, N. Y.

THE DAKOTAS

The State Elevator at Hillsboro, N. D., has been closed for the season.

The Miller Elevator Company, of Eden, S. D., is building a new house.

The Dakota Elevator, at Millarton, N. D., has been closed for the season.

The Farmers' Elevator Company, of Halliday, N. D., is completing its new elevator.

The Rutland Farmers' Elevator Company, of Rutland, N. D., is handling coal this season.

The Farmers' Elevator Company, of Plankinton, S. D., has wired its house for electricity.

E. W. Ketcham has sold his elevator, at Erwin, S. D., to the Farmers' Elevator Company.

New cleaning equipment was recently installed in the Farmers' Elevator, at Houghton, S. D.

A new elevator is in process of construction at Grenville, S. D., for the Victoria Elevator Company.

Plans are being formulated to organize the Farmers' Elevator & Milling Company, at Wolsley, S. D.

The Farmers' Elevator Company, of Linton, N. D., has completed and is operating its new elevator.

The elevator of the L. N. Seed Company, at Elk Point, S. D., has been taken over by Peter Simonson and Lewis Lewison.

G. Hult and A. Abrahamson have sold their interests in the Farmers' Elevator Company, at Claremont, S. D., to Erick Aspen.

A flour and feed warehouse is being constructed at Kenmare, N. D., in conjunction with the elevator of the Occident Elevator Company.

It is stated that a third elevator will be erected at Watford, a new town four miles west of Shafer, N. D., on the Great Northern Railroad.

The Hohanson Grain Company and the Osborne-McMillan Crown Elevator Company are building elevators and coal sheds at Hilltop, a new town near Veblen, S. D.

The Great Western Elevator at Brinsmade, N. D., has been dismantled and it is understood that the house will be reconstructed at Hesper, N. D., to replace an elevator recently destroyed by fire.

At a recent meeting of the Geddes Co-operative Elevator Company, Geddes, S. D., M. C. Hartzler was elected president of the board of directors; Will Sanders, secretary and treasurer, and W. G. Blair, manager.

Articles of incorporation have been filed for the Morefield Elevator Company, with headquarters at Sioux Falls, S. D., and a capital stock of \$10,000. The incorporators are Anton Kippes, of Mayfield, and

George Dirks and Mary Dirks, of Marion, S. D. Morefield is located four miles west of Baltic, S. D.

Potter, Garrick & Potter, of Webster, S. D., have added to their line of houses by the purchase of the elevator at Appleby (R. F. D. from Castlewood), S. D.

IOWA

The new elevator at Dedham, Iowa, received its first grain on October 28.

C. H. Smith, of Leeds, Iowa, plans to build an elevator to be used for handling popcorn.

Efforts are being made to organize a farmers' co-operative elevator company at Whitten, Iowa.

The Farmers' Club, at Blanchard, Iowa, discussed the matter of establishing an elevator at a recent meeting.

The Farmers' Elevator Company, of Lehigh, Iowa, is building new corn cribs in connection with its elevator.

The Farmers' Co-operative Elevator Company, of Northwood, Iowa, has leased its plant to O. J. Thompson.

New dump scales and other improvements have been installed in the elevator of Arthur Hakes, at Manson, Iowa.

Will Corbin has purchased the interest of A. C. Schlosser in the elevator of Dodd & Schlosser, at Popejoy, Iowa.

The Farmers' Elevator Company, of Kingsley, Iowa, has completed a new plant at a cost of approximately \$16,000.

An elevator is in process of construction, at Booneville, Iowa, for the Taylor & Patton Company, of Des Moines, Iowa.

The Blencoe Farmers' Elevator Company of Blencoe, Iowa, has voted to increase its capital stock from \$10,000 to \$20,000.

At the recent annual meeting of the Farmers' Elevator Company, Mt. Union, Iowa, a dividend of 20 per cent was declared.

The Farmers' Elevator Company, of Le Mars, Iowa, is operating its new elevator, recently completed at a cost of \$16,000.

The Farmers' Elevator Company, of Goldfield, Iowa, is building an elevator 24x29 feet on the ground and about 70 feet high.

P. J. Barry has sold his interest in the elevator at Auburn, Iowa, to Lee Jones, and the company will operate as Jones & Howard.

Dwight Warren has purchased the Farmers' Elevator, at Libertyville, Iowa, and leased the plant to Arthur Miller, who will operate it.

An elevator has been opened at Charles City, Iowa, by Theodore G. Shilling, formerly connected with the Farmers' Exchange Company.

Burglars blew open the safe in the office of the Wilkin Grain Company, at Albia, Iowa, on October 29, and secured cash amounting to \$27.

C. A. Rowe is building a new elevator at Pioneer, Iowa, on the site formerly occupied by the elevator of L. Dolder, which was destroyed by fire.

The Denison Farmers' Co-operative Society, of Denison, Iowa, has completed its new elevator and Charles Menagh is in charge of the house.

The bids received by the referee in bankruptcy for the elevators of the Lockwood Grain Company, Des Moines, Iowa, on October 26, were not accepted.

At a recent meeting of the stockholders of the Farmers' Elevator & Milling Company, at Dundee, Iowa, the members voted to dissolve the organization.

G. W. Carter is building an elevator at Hepburn, Iowa, to replace a house destroyed by fire, and the new structure will be larger than the former building.

Knudson & Votaw have bought the grain elevator at Wright, Iowa, formerly owned by P. K. Unsicker, who will devote the greater part of his time to his land interests.

The Albert Hiser Company, of Hamilton, Ill., proposes to erect a grain and coal elevator at Muscatine, Iowa, according to a communication recently received by the Muscatine Chamber of Commerce.

The Farmers' Elevator Company, of Linn Grove, Iowa, recently completed the construction of a 16,000-bushel concrete tank in connection with its elevator plant, and installed new machinery throughout the establishment.

W. C. Yeisley has disposed of his grain and coal business, at Blairstown, Iowa, to the Blairstown Grain Company, and has purchased the King-Wilder Elevator, at Van Horn, Iowa, where he will engage in the grain and coal business.

The Burrell Engineering & Construction Company, of Chicago, has been awarded a contract by Rohlk & Goettsch, Donahue, Iowa, for the building of a 20,000-bushel iron-clad elevator, of cribbed construction, to be erected on a concrete foundation. An old International Gasoline Engine will be used

and machinery has been purchased from the Union Iron Works, of Decatur, Ill.

The new elevator of the Stockdale & Dietz Grain Company, at Walcott, Iowa, is nearing completion and replaces the house destroyed by fire last August.

The Farmers' Grain Company has been organized at Ontario, Iowa, with a capital stock of \$10,000. The officers are as follows: F. S. Jones, president; August Stoll, vice-president; A. E. Ross, secretary, and C. E. Hutchinson, treasurer.

The Leland Farmers' Elevator Company has been incorporated at Leland, Iowa, with a capital stock of \$25,000. The incorporators are J. C. Charlson, Halver Haagenson, H. N. Hanson, W. H. Jacobs, Lewis Buland, O. G. Thune and H. C. Holland.

The Clark Brown Grain Company has been organized at Des Moines, Iowa, and will operate elevators at Rippey, Angus and Paton, Iowa. The members of the new firm are Clark Brown, I. P. Rumsey and H. A. Rumsey, who recently disposed of their interests in the S. E. Squires Grain Company to S. E. Squires.

MINNESOTA AND WISCONSIN

A new elevator was recently completed at Rice Lake, Wis.

G. S. Coffman has purchased an elevator at Waltham, Minn.

Ed. Baker is building a new elevator and warehouse, at Birnamwood, Wis.

J. W. Rusch has remodeled his elevator at Buffalo Lake, Minn., to handle corn.

The Storden Grain Company, of Storden, Minn., has purchased K. O. Sandum's elevator.

The Farmers' Grain Company has leased its elevator at Minneiska, Minn., to E. J. Fitzgerald.

The Farmers' Elevator Company, of Renville, Minn., has built an addition to its office building.

The milling company at Waterville, Minn., has purchased an elevator at Le Sueur Center, Minn.

John A. Johnson has sold his elevator property at Hancock, Minn., to W. L. Johnson of Kenyon, Minn.

The Marinette Flour & Feed Company, of Marinette, Wis., is building a new elevator and warehouse.

The Easton Grain Company, Easton, Minn., has been succeeded by the Farmers' Elevator Company.

The Farmers' Elevator Company, of Wells, Minn., plans to build corn cribs in connection with its plant.

James Tracy has sold his elevator business at Rochester, Minn., to James Keating, of Wabasha, Minn.

The North Star Elevator Company's house at Springfield, Minn., has been leased by Theo. Kroening.

C. C. Gray, whose elevator at St. Paul, Minn., was destroyed by fire on October 28, plans to rebuild the house immediately.

The Watertown Grain Company, of Watertown, Wis., has erected a 10,000-bushel elevator at Pumpkin Center (no P. O.), Wis.

The North Star Grain Company has sold its elevator, at Clements, Minn., to F. Bloedow, who owns a second elevator at that place.

The Northwestern Flour & Grain Company, of Eau Claire, Wis., has erected an elevator, at Clegborn (R. F. D. from Eleva), Wis.

The directors of the Farmers' Elevator Company at Clara City, Minn., have decided to erect a machine shed, 40x60 feet in size, near their elevator.

At a recent meeting of the Ghent Farmers' Elevator Company, at Ghent, Minn., John A. Brewers was elected president to succeed the late John Breen.

The new Hanson & Barzen Elevator at Goodridge, Minn., a new town at the terminal of the Minnesota Northwestern Electric Railway, received its first grain on October 21.

N. A. Rudning and H. K. Sorteberg, who have been operating a grain business at Bellingham, Minn., under the firm name of the Rudning Grain Company, have dissolved partnership.

William F. Gadow, of Barton, Wis., who has reconstructed his milling plant partially destroyed by fire last May, has grain storage facilities in the way of two bins holding 14,000 bushels.

The elevator at Clara City, Minn., which J. J. Geib conducted for several years and later sold to E. L. Moors & Co., has been re-opened for business after having been closed for several years. John Lelpold has been appointed manager of the house.

The two elevators at Bricelyn, Minn., have been purchased by the Lund Grain Company, which also operates the Farmers' Elevator at Frost, Minn. Levi Lund has charge of the latter house, while James Lund will manage the elevator at Bricelyn.

The Virginia & Rainy Lake Lumber Company, of Virginia, Minn., is building a new elevator at Virginia to replace the house at Cusson, Minn., recently destroyed by fire. The elevator will have a capacity of 75,000 bushels and will have storage room for oats, barley, corn and other grain for

the feeding of horses, cattle and other stock owned by the company, for use in the operation of its lumber camps in the forests of northern Minnesota.

Miller Brothers, of Hutchinson, Minn., are building a corn crib 10x50 feet on the ground, in connection with one of their elevators. The firm has two elevators at Hutchinson, one of which has not been in operation since May and may be dismantled.

The new Belt Line Elevator "M," at Superior, Wis., built to replace the house destroyed by fire last spring, has been put in commission. The building, which is frame and practically the duplicate of the old house, cost about \$150,000. Better elevating facilities have been installed, however, and it has 400,000 bushels' capacity.

C. K. Averill, of Menomonie, Wis., has secured an interest in the Spring Valley Lumber & Supply Company, Spring Valley, Wis., organized to take over the grain and lumber business of the Logan-Siebens Company. The reorganization involves no change in the stockholders except the taking over of Otto Siebens' interest by Mr. Averill.

WESTERN

A new elevator is in process of construction at Carter, Mont.

B. F. Antonsen has completed his new elevator at Three Forks, Mont.

E. C. Leonard is building an elevator at Gettysburg, near Sidney, Mont.

An effort is being made to secure an elevator and flour mill for Blanca, Colo.

It is stated that a municipal elevator will be erected at Oregon City, Ore.

The Occident Elevator Company is completing a 50,000-bushel elevator at Lambert, Mont.

The Park City Flour Mill Company, of Park City, Mont., is building additional grain storage.

A new elevator has been completed at Brady, Mont., and C. M. Dolven is in charge as manager.

The Sperry Flour Company is completing the construction of its new elevator at South Vallejo, Cal.

The Occident Elevator Company will erect an elevator at Leonard, a new town near Lambert, Mont.

Watters Brothers, who operate an elevator at Flagler, Colo., will install a small mill in the plant.

The Farmers' Elevator Company, of Christina, near Hilger, Mont., has completed its new elevator.

The grain warehouse of Ball Brothers, at Clovis, Cal., which recently collapsed, will be reconstructed.

A live stock company, at Pierce, Colo., has completed the construction of a 10,000-bushel grain house.

Farmers in the vicinity of Stanford, Mont., are planning to erect a co-operative elevator at that place.

The elevator at Oxford, Mont., has been taken over by the Farmers' Elevator Company, of Judith Gap, Mont.

A new elevator is in process of construction on the Northern Pacific Railroad at Anceny (mail Salesville), Mont.

A new elevator is being completed at Craig, Colo., for the Steamboat Milling Company, of Steamboat Springs, Colo.

The directors of the Farmers' Elevator Company, Nashua, Mont., have decided to install a feed mill in their plant.

The Steamboat Milling Company, of Steamboat Springs, Colo., has completed a new elevator, which is now receiving grain.

A 30,000-bushel elevator is being constructed at Grace, Idaho, by the Farmers' Society of Equity, Inc., of Pocatello, Idaho.

The Rocky Mountain Elevator Company has completed the erection of a small warehouse near its elevator at Lewistown, Mont.

A new elevator has been completed at Oxford, Mont., for the Farmers' Elevator Company, and S. E. Robinson is acting as agent for the house.

An elevator of 17,000 bushels' capacity is operated in connection with the new flour mill, at Scobey, Mont. J. D. Smith is grain buyer for the house.

An elevator and a flour mill may be erected at Shoshone, Idaho, by a proposed branch organization of the Peoples Milling & Elevator Company, of Boise, Idaho.

It is expected that an elevator will be erected at Fox Lake, Mont., and it is probable that a grain house will be constructed at Circle, Mont., within the next year.

The Dillon Milling & Elevator Company has been organized at Dillon, Mont., with a capital stock of \$50,000, and has taken over the elevator built some time ago by the Beaverhead Elevator Company. The grain house, which has been idle, is now in operation, and the company will build a flour mill early next year. The officers of the new company are as follows: H. G. Prottenger, president; W. A. Scott, of Salt Lake City, secretary, and John Bain,

of Salt Lake City, treasurer. Messrs. Scott and Bain are now operating a line of elevators in Idaho and Utah, and a soft wheat mill at Salt Lake City.

The Farmers' Elevator Company, recently incorporated at Brockton, Mont., with a capital stock of \$15,000, completed the construction of its new elevator last month.

Incorporation papers have been filed by the Grace Mill & Elevator Company, of Grace, Idaho, capitalized at \$25,000. The incorporators are C. H. Paulson, Geo. Telford and others.

The Eastern Montana Elevator Company, Glendive, Mont., will hold a stockholders' meeting on November 21, for the purpose of considering the matter of increasing its capital stock to \$150,000.

The Colorado Elevator & Grain Company, of Sterling, Colo., has established a lumber and coal business in connection with its elevator, at Peetz, Colo., and buildings will be erected at once.

A charter has been granted the Peoples Milling & Elevator Company, of Boise, Idaho, capitalized at \$100,000, to build elevators and milling plants. The incorporators are E. C. Meyer, B. Yates and J. W. Hearon.

The West Seattle Elevator Dock Company has been incorporated at Seattle, Wash., with a capital stock of \$10,000. The incorporators are M. H. Houser, of Portland, Ore., and Howard G. Cosgrove and A. M. Scott, of Seattle.

The Farmers' Elevator Company, of Lewistown, Mont., has been incorporated with a capital stock of \$20,000. The officers are as follows: Levi Stout, president; Ernest Foster, secretary; M. Hines, vice-president, and John Krumm, treasurer.

MISSOURI, KANSAS AND NEBRASKA

Ulrich Brothers, of Hamilton, Mo., are building a new elevator.

A new elevator has been practically completed at Sherman, Kan.

The Farmers' Elevator Company has been organized at Memphis, Neb.

O. A. Seaton, of Jewell City, Kan., has leased his elevator to H. E. Hill.

An elevator is being erected at Columbus, Kan., by Stauffer, Cammack & Co.

The construction of a new elevator has been completed at Hamilton, Kan.

Farmers in the vicinity of Canton, Kan., are planning to erect an elevator.

The elevator of H. H. Brown, at Harris, Kan., has been extensively improved.

The J. C. Lutes Grain Company has completed its elevator at Grant City, Mo.

The Newton Milling Company, of Newton, Kan., is preparing to build an elevator.

The Farmers' Union, of Oronoque, Kan., has installed a new dump in its plant.

The Farmers' Elevator Company, of Tecumseh, Neb., plans to build an elevator next spring.

A farmers' elevator company has been organized at Silex, Mo., with a capital stock of \$15,000.

The Bigelow Grain Company, of Bigelow, Mo., has purchased a coal house and will handle coal.

The Weston Grain & Stock Company, of Weston, Neb., has declared a dividend of 20 per cent.

The Samson-Swanson Company has purchased the elevator of H. F. Cunningham, at Bloomfield, Neb.

The Farmers' Elevator Company has purchased the Groth Elevator, at Midway (mail Yale), Kan.

W. W. Whitaker and others are interested in the organization of an elevator company at Reeds, Mo.

A Wolf Mill for rolling oats has been installed in the plant of the Nelson Grain Company, at Kansas City.

The Delphos Co-operative Association has succeeded the Farmers' Elevator Company, at Delphos, Kan.

The Peavey Elevator, at Clay Center, Kan., has been taken over by the Clay County Union Co-operative Association.

F. Hargett has purchased the interest of W. J. Schaper in the grain business of Schaper & Morris at Versailles, Mo.

The Farmers' Grain & Mercantile Company has succeeded the Wilmore Grain & Mercantile Company, at Wilmore, Kan.

The Farmers' Union Co-operative Company, of North Bend, Neb., has installed a new Fairbanks Wagon Scale in its office.

The Rock Milling & Elevator Company, of Hutchinson, Kan., will build a new elevator, 60x80 feet on the ground and 136 feet high.

J. C. Springer is president and W. B. Rogers is secretary of the Farmers' Grain & Supply Company, recently organized at Scotia, Neb.

P. A. Landers has sold a half interest in his elevator at Forest City, Mo., to H. L. Dannen and R. E. Bird of the St. Joseph Hay & Feed Company, St. Joseph, Mo., and the new elevator firm will operate

as P. A. Landers & Co. Mr. Bird will remove to Forest City to take charge of the house.

The Farmers' Co-operative Company, of Eldorado, Neb., has been incorporated with a capital stock of \$20,000, to handle grain, lumber, etc.

The Millers' Grain Company, of Wichita, Kan., is building an elevator at Norwich, Kan. The house will have a capacity of 10,000 bushels.

The Schuyler County Milling Company, of Lancaster, Mo., will build a 20,000-bushel elevator in connection with its new milling plant.

A farmers' elevator company is being organized at Burrton, Kan., with a capital stock of \$10,000, by Charles Howard, W. J. Collins and others.

The contract has been awarded for the construction of a 15,000-bushel elevator, at Valley, Neb., by the Farmers' Co-operative Association, capitalized at \$15,000.

The Neola Elevator Company has secured eight acres of land near the old Santa Fe Elevator, at Kansas City, Kan., and additional storage will be erected in the near future.

The headquarters of the Hugoton Elevator & Warehouse Company have been removed from Dodge City, Kan., to Hutchinson, Kan., where Jesse Nebergal has charge as manager.

New equipment recently installed in the plant of the Louisburg Elevator Company, at Louisburg, Kan., include an automatic scale, a Fairbanks Engine and a new wheat dump.

The Burlington Public Elevator Company has been incorporated at St. Joseph, Mo., with a capital stock of \$35,000. The incorporators are Robert R. Clark, J. S. Frederick and T. P. Gordon.

Incorporation papers have been filed by the Ralston Elevator & Milling Company, of Ralston, Neb., capitalized at \$15,000. The incorporators are C. E. A. Stickel, C. M. Skinner and others.

The Union Grain Company, of Hutchinson, Kan., has been reorganized with the following incorporators: William Kelley, W. E. Carr, J. W. Burns, F. D. Larabee, C. A. Greenlee and M. L. Vanmeter.

The Farmers' Grain & Milling Company has been organized at Potter, Neb., with the following officers: N. H. Troelstrup, president; Ferd Wiekhorst, vice-president; J. A. Woten, treasurer, and Mrs. R. A. Babcock, secretary.

The Border Queen Milling Company, of Caldwell, Kan., has awarded a contract to the Burrell Engineering & Construction Company, of Chicago, for 50,000-bushel reinforced concrete elevator tanks, work to begin at once.

Concrete storage tanks will be constructed in conjunction with the new milling plant of the Amboy Milling & Elevator Company, near Red Cloud, Neb., which is being erected to replace the former plant destroyed by fire last June.

CANADIAN

The Tisdale Investment & Milling Company, of Tisdale, Sask., will erect an elevator.

The Lake of the Woods Milling Company, Ltd., plans to reconstruct the elevator at Ogema, Sask., recently destroyed by fire.

Rockwell, Theal & Davidson, of Chilliwack, B. C., have prepared plans for the erection of an elevator of frame and corrugated iron construction.

The government terminal elevator, at Saskatoon, Sask., was formerly opened on November 10, by Geo. E. Foster, minister of trade and commerce.

The first annual statement of the Alberta Farmers' Co-operative Elevator Company, issued on October 17, showed that its 78 elevators had handled 3,774,381 bushels of grain during the year and a profit of \$17,000 was reported.

The great elevator of the Canadian Pacific Railway, at Transcona, Man., which settled at an angle of 28 degrees last fall, has been brought to the perpendicular again and now rests on 70 concrete piers, which go down to bed rock.

At the annual meeting of the Grain Growers' Grain Company, at Winnipeg, Man., on November 4-5, a profitable year was reported, the net profit being approximately 20 per cent, while a dividend of 10 per cent was declared. During the year the company handled 30,000,000 bushels of grain.

It has been announced by the minister of agriculture and finance that the government transfer elevator for British Columbia, which was provided for in an appropriation of \$4,000,000 by the Dominion parliament for storage and transfer elevators in the western provinces, will be located at the government docks in Vancouver. According to Consul General R. E. Mansfield, of Vancouver, plans for the plant are being prepared and tenders for the construction of the buildings must be at Ottawa by November 30. The house will have a capacity of 1,500,000 bushels, and location on the government docks will provide excellent and ample facilities for handling and transshipping the crop of wheat and other grain grown in the valleys of British Columbia and the prairie provinces to the east.

ASSOCIATIONS

MEETING OF COUNCIL OF GRAIN EXCHANGES

The Council of Grain Exchanges will hold its sixth annual meeting in Chicago on January 21 and 22. The first regular session of the Council, on Thursday afternoon, will be held in the directors' room of the Chicago Board of Trade, and the second regular session, on Friday afternoon, which will be Crop Improvement Day, will be held in the visitors' room of the Board of Trade Building.

SECRETARY BRYANT ISSUES FIRST BULLETIN

Secretary Tilghman A. Bryant of the Missouri Grain Dealers' Association has adopted the printed bulletin after the style of those sent out by Secretary E. G. Smiley of the Kansas Grain Dealers' Association and George A. Wells, secretary of the Western Grain Dealers' Association. In this bulletin Secretary Bryant announces the admission of 20 new members and 21 outstanding applications. The bulletin also contains an invitation to its readers to send in suitable suggestions for a motto, monogram or an official seal for the association.

INDIANA CORN GRADES CAMPAIGN A SUCCESS

Thirty-two counties in the central part of the state of Indiana were covered and thirty-five meetings were held during the Corn Grades Campaign that closed at Tipton, on the last day of October.

The meetings were all well attended by grain

for the same reason, and also to insure its delivery according to contract. Many other recommendations were made and interesting topics brought up for discussion.

Those interested exerted themselves to the utmost to make the meetings a success, and ample provisions were made for each meeting. The touring party started from Indianapolis October 19th, holding their first meeting at Noblesville in Hamilton County. From here the party traveled northwest to Newton and Benton Counties, stopping at the principal county centers for the scheduled meetings. On Monday, October 26, the party started out from Indianapolis for the second tour of the campaign, going as far south as Decatur County, and then touring north along the eastern border of the state as far as Fort Wayne and then south again, toward Indianapolis. In this itinerary the greater part of the state was covered. Considering the fact that many farmers were busy gathering corn and the political campaign was being vigorously waged in every county, the meetings were entirely successful.

MISSOURI ASSOCIATION AFTER NEW MEMBERS

About twenty members of the Missouri Grain Dealers' Association attended a district conference at Springfield, Mo., October 30.

Many matters of particular interest to grain dealers and subjects that effect the trade at the present time were thoroughly discussed. Eight



SECRETARY RILEY, DR. DUVEL AND PARTY ON THEIR CORN GRADES LECTURE TOUR

dealers, millers, farmers, students, bankers and business men of the different communities. Dr. J. W. T. Duvel of the Department of Agriculture, Washington, D. C., Professor George I. Christie and Thomas A. Coleman of Purdue University were the principal speakers at the meetings and were well received.

The grain dealers were urged to buy and sell by grade only. The farmers were urged to put their corn in condition before marketing it. The slovenly practice of farmers in their manner of husking, cribbing and caring for their corn was condemned and they were given to understand that they were not entitled to full price for corn not delivered in condition to grade.

The dealers were urged to place on their price-boards, prices for various grades, so farmers would know the relative values and thus be encouraged to condition their corn before marketing it.

The farmers' attention was called to their disposition to limit higher markets when selling, while they could accomplish the same purpose if they would raise and market more and better corn. They were strongly urged to be extremely careful in the selection and care of their seed, and not to look to big-eared varieties of corn for planting and for larger yields, but to plant smaller and earlier maturing varieties; for instance, ears ranging 9 to 10 inches long, weighing 12 to 14 ounces. The farmers were also urged to separate all rotten or partially rotten ears from the good ears, while gathering and before marketing to comply with grade requirements and health laws. Grain dealers were advised to clean and properly condition their grain before shipping

Springfield grain and flour firms joined the Association at this conference; among them being: Eisenmeyer Milling Company, John F. Meyer & Sons Milling Company, Link Milling Company, Springfield Wholesale Flour & Feed Company, Newton Grain Company, and the W. H. William Grain Company.

CORN GRADES MEETINGS IN IOWA

Out of 1200 active grain dealers in the state of Iowa, 525 attended the corn grades meetings held by Secretary George A. Wells of the Western Grain Dealers' Association at Omaha, Sioux City, Ft. Dodge, Cedar Rapids, Oskaloosa and Des Moines.

Every class of men at all interested in corn attended these meetings and were given a clear demonstration of the grades.

Chief Grain Inspector George Powell of Omaha, E. L. Morris, an agronomist of the Grain Standardization Bureau of the U. S. Department of Agriculture, stationed at Kansas City, gave unqualified support and much assistance to Secretary Wells in this campaign. These meetings are believed to be only a start of a great work. At Ames, Iowa, in the week of December 28, Professor W. H. Stevenson, professor of agronomy at Ames University, has set aside a "Corn Grades Day." Dr. Duvel has been invited to address this meeting.

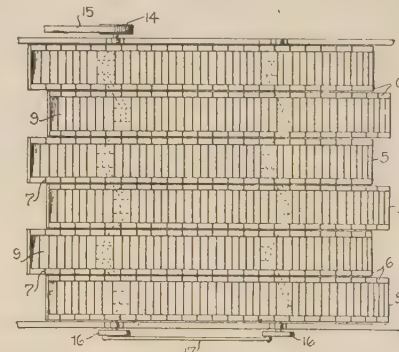
As a result of the wholesale thefts of grain from Federal terminal elevators at Montreal, Canada, four employees have been suspended by the Harbor Commission.

GRAIN TRADE PATENTS

Issued on October 20, 1914

Straw Deck for Separators.—William C. Wachter, Medicine Lake, Mont. Filed February 8, 1913; renewed March 28, 1914. No. 1,114,073. See cut.

Claim.—A straw deck for grain separators comprising a plurality of curved sections, each of said sections consisting of a pair of spaced side walls provided upon their upper edges with teeth and upon their lower edges with relatively fine teeth, the teeth on the lower edges of said

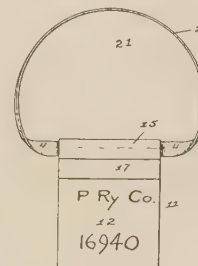


walls having inclined edges facing forwardly, said side walls having the upper edges curved downwardly at their forward ends and the lower edges curved upwardly at the rearward ends thereof, riddle plates secured at their ends to the inclined edges of the teeth on the lower edges of the side walls for arrangement in spaced relation to one another, and means in connection with said sections to alternately reciprocate the same in opposite directions.

Issued on November 3, 1914

Car Seal.—William C. Martineau and Clarence R. Martineau, Albany, N. Y. Filed June 9, 1914. No. 1,115,952. See cut.

Claim.—A car seal comprising an integral box and tag portion consisting of a blank of thin sheet metal folded at one end to form a transverse open-end box and a plate depending therefrom, said plate being welded to the body of the blank whereby the long side



of said box is securely closed by a line of welding of substantial width; and a shackle having a hook at each end and a thickened part adjacent each of said hooks and adapted to fill an end of said box, said hooks being adapted to interlock within said box, one end of said shackle being welded therein.

Self-locking Seal.—Emil Tyden, Evanston, Ill. Filed January 7, 1914. No. 1,115,751.

ILLINOIS EXAMINATION FOR GRAIN HELPER

The Illinois State Civil Service Commission will hold an examination for grain helper on Saturday, December 5, 1914, at fourteen points in Illinois. Men who are residents of the state and between 21 and 50 years of age are eligible. The salary to start is \$75 a month with a probable increase to \$85 a month. Those passing this examination will be in line to fill vacancies that occur from time to time in the Grain Inspection Department in Chicago and East St. Louis.

Candidates must pass a rigid physical examination and those who fail will not have their other papers rated. They should have at least a common school education. Higher positions through promotional examination await those who are able to qualify.

Applicants must be on file at the office of the Commission in Springfield not later than 5 o'clock, Saturday, November 28. The proper forms may be secured by addressing the State Civil Service Commission, Springfield, Illinois.

The principal duties of a grain helper are to open car doors, gather samples of grain, deliver them to the office and assist with simple clerical work.

According to the reports of precinct assessors, tabulated by the Nebraska State Board of Agriculture, 2,063 acres of popcorn was planted in 1914. Last year the acreage was 2,799, the decrease being 736 acres.

The government of New Zealand has arranged to obtain 1,000,000 bushels of wheat from Canada before a shortage occurs there. The government proposes to sell wheat slightly below cost. Otherwise famine prices prevail in New Zealand.

TRANSPORTATION

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products, with the I. C. C. numbers, effective dates and rates in cents per 100 pounds. (A) means advance and (R) means reduction.

Chicago, Terre Haute & Southeastern

I. C. C. No. 245, effective Indiana and Interstate, October 26; Illinois State, November 16. Flax seed from Chicago and Momence, Ill., to Cleveland, Ohio, 10 cents; Dayton, Ohio, 6.3 cents; Fort Wayne, Ind., South Bend, Ind., 4.7 cents, and Toledo, Ohio, 7.9 cents (A).

I. C. C. No. 251, October 26. Interstate and State 333 (A). Corn (no grade) from Chicago, Ill., to Terre Haute, Ind., 4.7 cents.

Supplement 12 to I. C. C. No. 154, November 16. Grain and products from Bedford, Ind., to Elkhart, 4.2 cents, and Plainfield, Ind., 7.4 cents; grain from Elkhart, Ind., to Cleveland, Ohio, 13.7 cents, and Henderson, Ky., 7.4 cents; grain and grain products from Elkhart and Linton, Ind., to Evansville, Ind., 7.4 cents; grain from Elkhart, Ind., to Bruceville, Ind., 6.3 cents.

I. C. C. No. 260, November 28. Corn (no grade) from Chicago, Ill., to Terre Haute, Ind., 4.7 cents (A).

Chicago & Northwestern

Supplement 27 to I. C. C. No. 6697, Illinois, November 16; Interstate, October 26. Flour between Milwaukee, Wis., and East St. Louis, Ill., 19.1 cents; St. Louis, Mo., 19.1 cents.

I. C. C. No. 7604, Illinois, November 16; Interstate, October 26 (A). Flour (rye or buckwheat) from Beloit, Janesville, Wis., Rockford, Ill., to Atchison, Leavenworth, Kan., Kansas City, Mo., St. Joseph, Mo., 13.25 cents; Nebraska City, Neb., 15.5 cents; buckwheat from Janesville, Wis., to Ottumwa, Iowa, 12.4 cents; flour (rye or buckwheat) from Janesville, Wis., to Burlington, Iowa, 10 cents; Hannibal, Mo., Keokuk, Iowa, Louisiana, Mo., and Quincy, Ill., 11 cents; flour from Aurora, Ill., to La Salle, Ill., 10 cents; grain products taking corn, oats, barley or rye rates from Kenosha, Milwaukee, Racine, Racine Junction, Waukegan, Ill., to Burlington, Davenport, Iowa, 10 cents; Dubuque, Iowa, 11 cents; Hannibal, Mo., 12 cents; Moline, Ill., 9.72 cents; Muscatine, Iowa, Quincy, 12 cents; Rock Island, Ill., 9.72 cents; West Burlington, Iowa, 10 cents; articles taking wheat rates from same points to Burlington, Davenport, Iowa, 10 cents; Dubuque, Iowa, 12.5 cents; Hannibal, Mo., 12 cents; Moline, Ill., 9.72 cents; Muscatine, Iowa, 13 cents; Quincy, Ill., 12 cents; Rock Island, 9.72 cents; West Burlington, Iowa, 10 cents; grain products from Beloit and Janesville, Wis., to La Salle, Ill., 10 cents (A).

I. C. C. No. 7604, Illinois, November 16; Interstate, October 26 (A) (Interstate and State 333). Barley from Clyman, Janesville, Watertown, Wis., to Atchison, Leavenworth, Kan., St. Joseph, Mo., Kansas City, Mo., 13.75 cents; Nebraska City, Neb., 14.75 cents; barley from Clinton, Iowa, to Mendota, Ill., 8 cents.

I. C. C. No. 7604, October 26. Oats (rolled) from Milwaukee, Wis., to Kansas City, Mo., 13.75 cents; oatmeal from Cedar Rapids, Iowa, to Danville, Ill., carload, 15 cents; less than carload, 24 cents; grain from Milwaukee, Wis., to La Salle, Pontiac and Streator, Ill., 10 cents.

I. C. C. No. 7603, November 9. Wheat to Council Bluffs, Iowa, from Sibley, 12.3 cents; Ashton, 12.2 cents; Ritter, 12 cents; and Sheldon, 11.9 cents; corn, rye, oats and barley to Council Bluffs, Iowa, from Sibley, 10.2 cents; Ashton, 10 cents; Ritter, 10 cents, and Sheldon, 9.9 cents; from Le Mars, 8.9 cents; Hinton, 8.7 cents, and James, Iowa, 8.5 cents (R).

I. C. C. No. 7602, November 16. Grain and products between St. Louis, Mo., East St. Louis, Ill., and Archer, Lick, Compro, Virden, Girard and Green Ridge, Ill., 6 cents.

Pere Marquette

I. C. C. No. 3556, October 26. Flax waste or flax seed from Chicago, Ill., proper or proportionately when coming from beyond Milwaukee and Manitowoc, Wis., proportionately and when coming from beyond to Allegheny, Pa., Buffalo, N. Y., Cleveland, Ohio, Dayton, Ohio, 6.3 cents; Pittsburgh, Pa., 12.6 cents; Toledo, 7.9 cents; from Milwaukee and Manitowoc, Wis., to Allegheny, Pa., 14.7 cents;

Buffalo, N. Y., 12.6 cents; Cleveland, Ohio, 12.1 cents; Dayton, Ohio, 8.4 cents; Pittsburgh, Pa., 14.7 cents; Toledo, Ohio, 10 cents.

I. C. C. No. 3520, November 16. Oat hulls from Sarnis, Ont., to Detroit, Mich., Toledo, Ohio, Buffalo, N. Y., 8.4 cents (A).

I. C. C. No. 3640, November 18. Flour and starch from Harbor Beach, Mich., to Chicago, Ill., flour, 12.6 cents; starch, 12 cents (R).

Grand Trunk

I. C. C. No. A1631, Interstate, October 26; Canada, November 16. Flax seed from Chicago, Ill., and Milwaukee, Wis., to Black Rock and Buffalo, N. Y., 12.6 cents (A); from Port Huron, Mich., to Montreal, Que., 10 cents.

Chicago, Milwaukee & St. Paul

I. C. C. No. B2959, October 29. Corn and oats to Cincinnati, Ohio, Evansville, Jeffersonville and New Albany, Ind., to Davenport, Iowa, 14 cents; Waterville, 18 cents; Waukon, Iowa, 18.5 cents; Lyons, Clinton, Camanche, Shaffton, Princeton, LeClaire, Pleasant Valley, Bettendorf, Iowa, 14 cents; Zumbrota, Forest, Minn., 20.5 cents; Edgeley, N. D., 27.5 cents; Sioux Falls, S. D., 24.5 cents; Mankato, Minn., 20.5 cents.

Supplement 142 to I. C. C. No. A9945, November 1. Grain products from Waukegan, Ill., to St. Paul, Minneapolis and Minnesota Transfer, Minn., 15 cents.

Baltimore & Ohio Southwestern

I. C. C. No. 7082, October 31. Corn and wheat from Big Barn, Saline, Island, Ill., Hurricane Island, Ky., Duncan, Ky., Greens and other landings on the Ohio and Wabash Rivers to Baltimore, Md., (for export), 20½ cents (A); bran, Cerealine, cracked and hulled corn and hominy feed from and to same points, 21½ cents (A).

Chicago, St. Paul, Minneapolis & Omaha

Supplement 3 to I. C. C. No. 3961, November 1. Wheat screenings, corn, rye, barley and oats (unground) from Duluth, Minn., and Superior, Wis., to Peoria, Ill., 8.5 cents.

Chicago, Rock Island & Pacific

Supplement 7 to I. C. C. No. C9631, November 1. To Little Rock, Ark., and rate points from St. Paul, Minnesota Transfer, Minn., corn, 25 cents; wheat, 26 cents; Minneapolis, Minn., corn, 25 cents; wheat, 26 cents (reduction on wheat).

I. C. C. No. C9733, November 16. Rolled oats from Muscatine, Iowa, to Decatur, Ill., 10½ cents (A).

I. C. C. No. C9732, November 16. Oat meal and rolled oats from Davenport and Muscatine, Iowa, to Centralia, Ill., 12.6 cents (A); from Joliet, Ill., to Madison, Wis., 11.6 cents (A); flour from Davenport, Iowa, to Champaign, Decatur, Farmer City, 10½ cents; Mendota, 7.9 cents; Springfield, Ill., 10½ cents (A).

I. C. C. No. C9725, November 16. Rolled oats and oat meal from Morris, Ill., to Rockford, 7.4 cents; Galena, 10.5 cents, and Galesburg, Ill., 8.7 cents (A).

I. C. C. No. C9727, November 16. Flour from Davenport, Iowa, and Rock Island, Ill., to East Peoria, Farmdale, Crandall, Bloomington, Ill., 10½ cents (A).

I. C. C. No. C9724, November 16. Oat meal from Muscatine, Iowa, to Galesburg, Ill., 10.5 cents (A).

I. C. C. No. C9728, December 1. Feed from Atchison, Kan., to Chillicothe, Mo., 8 cents; flour from Atchison, Leavenworth, Kan., and St. Joseph, Mo., to Bloomfield, Iowa, 14 cents; bran from Trenton, Mo., to East St. Louis, Ill., 13 cents.

I. C. C. No. C9756, December 1. Flour to Lamberts Point, Norfolk and Newport News, Va. (for export) from Abilene, Kan., 36 cents; Beatrice, Neb., 33.35

cents; Limon, Colo., 49 cents; Hutchinson, Kan., 37 cents; Ford, Kan., 38 cents; Salina, Kan., 36.5 cents; Topeka, Kan., 31 cents; Liberal, Kan., 38.5 cents; Enterprise, Kan., 36 cents (A).

I. C. C. No. C9757, December 1. Flour from McPherson, Kan., to Joplin, Mo., 16¼ cents; from Salina and Woodbine, Kan., to Independence, Mo., 15 cents (A).

I. C. C. No. C9758, December 1. Flour from Minneapolis, Minnesota Transfer, St. Paul and South St. Paul, Minn., to Pittsburgh, 22½ cents; Frontenac, Kan., 22½ cents; Joplin, Oskaloosa, 22½ cents; Federal Spur, Mo., 22½ cents (A).

Supplement 20 to I. C. C. No. C9630, December 1. Wheat, 25.75 cents; corn, 23.5 cents (A) from Oxford, Kan., Bokoshe, Panama, Williams and Maney Junction, Okla., to Mobile, Ala., New Orleans, Port Chalmette and Westwego, La. (for export), (A). Rate on wheat to above points from Oxford, Kan., 26.5 cents.

Northern Pacific

I. C. C. No. 5691, November 3. Wheat to be milled in transit from Yates, Glendive, Sidney, Mont., from San Francisco, Oakland, Cal., 60 cents; San Diego, Cal., 60½ cents; San Pedro, East San Pedro, Cal., 60½ cents; Santa Barbara, Cal., 75 cents; flour, bran, oat groats, millfeed, shorts and middlings from same points to San Francisco, Oakland (Long Wharf), Cal., 57½ cents; San Diego, Cal., 58 cents; San Pedro and East San Pedro, 58 cents; Santa Barbara, Cal., 75 cents; wheat to be milled in transit from Red Lodge, Wilsall, Bozeman, Central Park, Manhattan, White, Amsterdam, Logan, Three Forks, Willow Creek, Sappington, Harrison and other Montana points to San Pedro, Oakland Wharf, Cal., 40½ cents; San Diego, Cal., 47½ cents; San Pedro, East San Pedro, Cal., 47 cents; San Pedro, East San Pedro (applies only on shipments destined to Los Angeles, Cal.), 45 cents (R); Santa Barbara, Cal., 62 cents; flour, bran, oats, groats, millfeed, shorts and middlings, from same points to San Francisco, Oakland Wharf, 40½ cents; San Diego, 45 cents; San Pedro and East San Pedro, Cal., 45 cents; Santa Barbara, Cal., 62 cents.

I. C. C. No. 5695, November 8. Corn and wheat from St. Paul, Minneapolis, Minnesota Transfer, Minn., and rate points to Duluth, Minn., to be stored in transit at Rice, Minn., or milled in transit at Little Falls, Minn., 10 cents.

Great Northern

Supplement 770 to I. C. C. No. A3769, November 5. Between Palermo, Winans, Stanley, Wassaic, Lostwood, Ross, Manitou, White Earth, Tioga, N. D., and St. Paul, Minneapolis, Minnesota Transfer, Minn., and rate points, Duluth, Minn., or Superior, Wis., and to points, flax or millet seed, 19 cents; grain and flour, 18 cents (A); between Heimdahl and Viking, N. D., and St. Paul, Minnesota Transfer, Minneapolis, Minn., Duluth, Minn., or Superior, Wis., flax or millet seed, 15½ cents; grain and flour, 14½ cents; between same points and Bremen, N. D., flax or millet seed, 14 cents; grain and flour, 14 cents; between same points and Munster, N. D., flax or millet seed, 14½ cents; grain and flour, 13½ cents.

Morris, Agent for Central Freight Association Committee

I. C. C. No. 487, November 16. Grain and grain products and by-products from Kenosha, Manitowoc, Milwaukee and Sheboygan, Wis., to Allegheny, Pa., Bellaire, Ohio, Black Rock, Buffalo, Buffalo Junction, N. Y., Corry, Pa., Dunkirk, East Buffalo, N. Y., Erie and Irvineton, Pa., 11 cents; Niagara Falls, North Tonawanda, N. Y., Oil City, Pittsburgh, Pa., Salamanca, N. Y., Suspension Bridge, N. Y., Titusville, Pa., Wheeling, W. Va., 11 cents (A).

Lake Shore & Michigan Southern

I. C. C. No. A3223, November 16. Grain and products from Fort Wayne, Ind., to Milwaukee, Wis., 10 cents, and Sandusky, Ohio, 8.4 cents; from La Porte, Ind., to Grand Rapids, Mich., 6.3 cents; oat hulls from Cleveland, Ohio, to Linden, Ind., 8.9 cents; corn, oats and wheat from Lydick, Ind., to

REPORT OF LEAKING GRAIN CARS [FILL THIS OUT AND SEND IT IN.]

Date _____	
Editor American Grain Trade:—On the above date I saw a leaking grain car answering to the following description:	
Railroad _____	Station _____
Car Initials _____	Car Number _____
Position of Leak _____	
Remarks: _____	
Name _____	
Address _____	

South Bend, Ind., 1.6 cents; malt and malt sprouts from Detroit, Mich., to Cincinnati, Ohio, 8.4 cents; buckwheat flour from Plainwell, Mich., to Freeport, Ill., 13.7 cents.

Illinois Central

I. C. C. No. A8683, November 16. Feed (live stock, wet or dry), consisting of glucose feed, gluten feed, mixed live stock feed with or without sweetening or salt, made of mixture of the by-products from grain mills, grain elevators, glucose factories, distilleries, breweries and sugar beet factories, also chopped or ground alfalfa, slop feed, distillers' or brewers' refuse, distillers' or brewers' dried grain from Peoria and Pekin, Ill., to Clarno, Monroe, Stearns, Elmers, Monticello, Belleville, Basco, Fitchburg, Summit and Madison, Wis., 10.5 cents; Martintown, Dull, Woodford, Argyle, Blanchardville, Hollandale, Jonesdale, Dodgeville, 10.5 cents; Hedrick and West Lebanon, Ind., 8.4 cents.

I. C. C. No. A8819, November 19. Flour from Council Bluffs, Iowa, Omaha and South Omaha, Neb., when originating beyond Council Bluffs, Iowa, Omaha or South Omaha, Neb., or when manufactured at Council Bluffs, Iowa, Omaha or South Omaha, Neb., from grain originating beyond to Cincinnati, Ohio, Hamilton, Ohio, Louisville, Ky., Jeffersonville, New Albany, Indianapolis, Attica, Monson, Oxford and Rensselaer, Ind., 17.4 cents (A).

Michigan Central

I. C. C. No. 4584, November 16. Oat hulls from Bridgen, London, St. Thomas and Tillsonburg, Ont., to Akron, Ohio, 10.5 cents; Detroit, Mich., and Toledo, Ohio, 8.9 cents (A). (Rates from Bridgen, Ont., do not apply to Akron, Ohio.)

New York, Chicago & St. Louis

I. C. C. No. 3602, November 16. Grain and grain products from Ashtabula, Ohio, to St. Louis, Mo., 16.8 cents (A); starch, 16 cents.

I. C. C. No. 3607, November 16. Elevator dust, grain screenings, oat clippings and oat hulls from Buffalo, Buffalo Junction or East Buffalo, N. Y., to Morris and Peoria, Ill., 14.2 cents; Cleveland, Ohio, 11.6 cents; Fostoria, Ohio, 10.5 cents; to Owensboro, Ill., from Cleveland, Ohio, 14.7 cents; Fostoria, Ohio, 14.7 cents.

Chicago Great Western

Supplement 3 to I. C. C. No. 4890, November 19. From Council Bluffs, Iowa, Kansas City, Leavenworth, Kan., Kansas City, Mo., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., applying only on shipments originating beyond or on products manufactured from shipments originating beyond to Attica, Ind., Cincinnati, Hamilton, Ohio, Connersville, Indianapolis, Lafayette, Logansport, Ind., Louisville, Ky., Monson, New Albany, Oxford, Rensselaer and Rushville, Ind., barley (pearl), flour (buckwheat), flour (potato), flour (prepared), flour (rye), flour (wheat), and rye (rolled), 17.4 cents (A); feed (alfalfa), feed (gluten), bran, flour, shorts, sprouts (malt), and articles taking same rates, 17 cents.

C. E. Fulton, Agent for Chicago & Ohio River Committee

Supplement 30 to I. C. C. No. A82, November 25. Grain and grain products, viz.: Barley, buckwheat, corn, grain screenings, Kafir corn, popcorn, on the ear or when in bags, barrels, baskets (with solid wooden tops securely fastened), boxes, or in bulk, shelled, milo maize, oats, rye, speltz and wheat to Brookport, Cairo, Metropolis, Mounds, Thebes, Thebes Transfer, Ill., New Albany, Jeffersonville, Evansville, Ind., Ivorydale, Cincinnati, Bond Hill, Ohio, from Chicago, Ill., 11 cents; Indianapolis, Ind., 6.3 cents (A); Milwaukee, Wis., 13 cents (applies from Milwaukee proper only via Pere Marquette across lake to Cincinnati, Ohio).

(Chicago, Burlington & Quincy, Santa Fe, Chicago, Milwaukee & St. Paul, etc.). Supplement 1 to I. C. C. No. A111, November 25. Starch from Chicago and Peoria, Ill., to Humboldt, Tenn., 35 cents (R).

Atchison, Topeka & Santa Fe

I. C. C. No. 6954, November 26. Rolled rye, pearl barley, buckwheat flour, prepared and potato flour, rye and wheat flour, 17.4 cents (A), and refuse (brewers' dry), oat meal, shorts, grain screenings, malt and malt sprouts, groats (oat), and articles taking same rates, 17 cents; from Atchison, Leavenworth, Kan., Kansas City and St. Joseph, Mo. (originating beyond), to Cincinnati, Ohio, Jeffersonville, Ind., Louisville, Ky., Monon, Albany, Ind.

I. C. C. No. 6951, December 1. Corn and oats to New Orleans, La. (for export to Europe, Asia and Africa), from Minonk, Benson, Roanoke, Eureka and Washington, Ill., corn, 15½ cents; oats, 16½ cents (A).

Kansas City Southern

I. C. C. No. 3342, December 1. To Memphis, Tenn., from Kansas City, Mo.-Kan., wheat, 15 cents; corn, 14 cents; from St. Joseph, Mo., wheat, 18 cents; corn, 17 cents (A).

I. C. C. No. 3348, December 1. Oat meal and rolled oats from Davenport, Muscatine and Cedar Rapids, Iowa, to Joplin, Mo., 20 cents (A).

Supplement 5 to I. C. C. No. 3100, December 1. From Kansas City, Mo.-Kan., to Memphis, Tenn., on traffic originating beyond to Omaha, Neb., Council

Bluffs, Iowa, and South Omaha, Neb., wheat and articles taking same rates, 10.5 cents; corn and articles taking rates, 9.5 cents.

New York Central & Hudson River

I. C. C. No. B23580, December 1. From Buffalo, N. Y., ex-lake to New York, N. Y., and East Boston, Mass., wheat, 6 cents; corn, 5¼ cents; rye, 5¼ cents; barley, 5¼ cents; oats, 4 cents, and flax seed, 6 cents per bushel; to Philadelphia, Pa., wheat, 5.7 cents; corn, 4.95 cents; rye, 5.45 cents; barley, 5.05 cents; oats, 3.8 cents, and flax seed, 5.7 cents per bushel (A). (All rates for export.)

I. C. C. No. B23581, December 1. From Oswego, N. Y., ex-lake to New York, N. Y. (for export), wheat, 6 cents; corn, 5¼ cents; rye, 5¼ cents; barley, 5¼ cents; oats, 4 cents, and flax seed, 6 cents per bushel (A).

I. C. C. No. B23590, December 16. Grain and products in packages from Buffalo, stations also Black Rock and East Buffalo, N. Y., to Savannah, Ga., 18 cents.

Delaware, Lackawanna & Western

I. C. C. No. 11239, December 1. From Buffalo, N. Y., ex-lake to Baltimore, Md., and Philadelphia, Pa. (when for export), wheat, 5.7 cents; corn (shelled), 4.95 cents; rye, 5.45 cents; barley, 5.05 cents; oats, 3.8 cents, and flax seed, 5.7 cents per bushel to Boston, Mass., and New York Lighterage Station, N. J., and points within New York harbor lighterage limits for export, wheat, 6 cents; corn (shelled), 5.25 cents; rye, 5.75 cents; barley, 5.25 cents; oats, 4 cents, and flax seed, 6 cents per bushel (A).

I. C. C. No. 11249, December 1. From ex-lake Buffalo, N. Y., to New York, Brooklyn, N. Y., and New York Harbor, wheat, 6.5 cents; corn (shelled), 5.25 cents; rye, 6 cents; barley, 5.25 cents; oats, 4 cents, and flax seed, 6 cents (A) per bushel.

I. C. C. No. 11244, December 1. From ex-lake Oswego, N. Y., to New York Lighterage Station, N. J., and points within lighterage limits of New York Harbor (when for export only), wheat, 6 cents; corn (shelled), 5.25 cents; rye, 5.75 cents; barley, 5.25 cents; oats, 4 cents, and flax seed, 6 cents per bushel (A).

Chicago & Alton

I. C. C. No. A747, December 1. Flax seed from Kansas City, Mo. (originating beyond), to Chicago, Ill., 15 cents (A).

I. C. C. No. A745, December 1. Oat meal and rolled oats from Lockport, Ill., to Atchison, Leavenworth, Kan., Independence and St. Joseph, Mo., 14.75 cents (A).

I. C. C. No. A743, December 1. Oil cake and oil meal (linseed) from Hannibal, Mo., to Kansas City, Mo., 7½ cents (A).

I. C. C. No. A751, December 1. Bran from Glasgow, Mo., to Des Moines, Iowa, 12 cents.

Missouri Pacific

I. C. C. No. A2639, December 1. Flour from Sikeston, Mo., to Muskogee, Okla., 23 cents (A).

I. C. C. No. A2636, December 1. From Kansas City, St. Joseph, Independence, Mo., Atchison and Leavenworth, Kan., to Mendota, Minn., Leeds, Sibley, Sioux City, Iowa, Minneapolis, Minnesota Transfer, Mountain Lake, St. James, Windom, Worthington, Stillwater, Minn., wheat, 13 cents; flour, 15½ cents; corn, 12 cents (A); to Duluth, Itaska, Superior, Superior (East End), Wis., wheat, 13 cents; flour, 20½ cents; corn, 17 cents (A); from Nebraska City, Neb., to Hudson, Wis., Minneapolis, Minnesota Transfer, Minn., St. Paul, Sioux City, Iowa, Stillwater, Minn., wheat, 12 cents; flour, 15 cents; corn, 11 cents (A).

I. C. C. No. A2634, December 1. Grain from St. Louis, Mo., and East St. Louis, Ill., to Galveston and Texas City, Texas, for export, wheat, 20½ cents; corn, oats, rye and barley, 19½ cents (A).

I. C. C. No. A2633, December 1. Flour from Higginsville and Marshall, Mo., to Des Moines, Iowa, 14 cents; to Lincoln, Neb., proportion rate on shipments originating beyond, 16 cents; Milwaukee, Wis., 17 cents; Minneapolis, Minnesota Transfer, Minn., 19½ cents; to Nebraska City, Omaha, Plattsmouth, Neb., on shipments originating beyond, 13 cents; St. Joseph, Mo., 11 cents; on shipments originating beyond St. Paul, Minn., 19½ cents (A).

I. C. C. No. A2630, December 1. Flour from Independence, Mo., to St. Paul, Minneapolis and Minnesota Transfer, Minn., 15½ cents (A).

I. C. C. No. A2631, December 1. Grain applying on shipments originating at points beyond to and from St. Louis, Mo., Carondelet, Mo., East St. Louis, Ill., to Gretna, New Orleans, Port Chalmette, Westwego, La., for export to all countries except Europe, Asia and Africa, corn, oats, rye and barley, 12½ cents (A); wheat, 13½ cents (A); Gretna, New Orleans, Port Chalmette, Westwego, La., for export to Europe, Asia and Africa, corn, oats, rye and barley, 11½ cents; wheat, 11½ cents (A).

Supplement 7 to I. C. C. No. A2297, December 1. Flour from Great Bend, Kan., to Neosho, Mo., 20 cents.

Supplement 9 to I. C. C. No. A2198, December 1. Flour from Beatrice, Neb., to Seneca, Kan., Sumnerfield, Kan., 11 cents.

I. C. C. No. A2640, December 1. Wheat and flour from Minneapolis, Minnesota Transfer and St. Paul,

Minn., to Aullville, Mo., 19½ cents; Centerville, Mo., 19 cents; Cole Camp, Mo., 20 cents; Concordia, Mo., 19½ cents; Confederate Home, 19½ cents; Dresden, Mo., 19 cents; Emma, Gaffin, Georgetown Halls, Georgetown, Higginsville, 19½ cents; Holden, Mo., 19 cents; Houstonia, Hughesville, 19½ cents; Knobnoster, 19 cents; Lamonte, Mo., 19 cents; Levasy, 19½ cents; Lexington, Mo., 19½ cents (A).

Supplement 1 to I. C. C. No. A2465, December 1. Wheat applies only on shipments originating beyond from Kansas City, Mo., to Sioux Falls, S. D., 13 cents (A).

Erie

I. C. C. No. 11716, December 1. From ex-lake at and east of Buffalo, N. Y., to Baltimore, Md., barley, 5.05 cents; corn, 4.95 cents (A); flax seed, 5.7 cents; oats, 3.8 cents; rye, 5.45 cents, and wheat, 5.7 cents; to Boston, Mass., and Long Dock (Jersey City), N. J., barley and corn, 5.25 cents; flax seed, 6 cents; oats, 4 cents; rye, 5.75 cents, and wheat, 6 cents; to Port Richmond (Philadelphia, Pa.), barley, 5.05 cents; corn, 4.95 cents; flax seed, 5.7 cents; oats, 3.8 cents; rye, 5.45 cents, and wheat, 5.7 cents per bushel (A) (all for export).

Mobile & Ohio

I. C. C. No. A1114, December 1. Corn, oats, wheat and barley to shipside Mobile, Ala., New Orleans and Port Chalmette, La., for export from East St. Louis, Ill., St. Louis, Mo., 11.5 cents; Cairo, Ill., 10.5 cents (A).

Pennsylvania

I. C. C. No. G05627, December 1. Ex-lake grain for export from Erie, Pa., to New York City, wheat, 6 cents; rye, 5.75 cents; corn, 5.25 cents; oats, 4 cents; flax seed, 6 cents; barley, 5.25 cents; to Philadelphia, Pa., and Baltimore, Md., wheat, 5.7 cents; rye, 5.45 cents; corn, 4.95 cents; oats, 3.8 cents; flax seed, 5.7 cents; barley, 5.5 cents per bushel (A).

I. C. C. No. G05628, December 1. Ex-lake grain for export from Buffalo, N. Y., to New York City, including lighterage within free lighterage limits of New York Harbor, wheat, 6 cents; rye, 5.75 cents; corn, 5.25 cents; oats, 4 cents; flax seed, 6 cents; barley, 5.25 cents; Philadelphia, Pa., and Baltimore, Md., wheat, 5.7 cents; rye, 5.45 cents; corn, 4.95 cents; oats, 3.8 cents; flax seed, 5.7 cents; barley, 5.5 cents per bushel (A).

Minneapolis, St. Paul & Sault Ste. Marie

I. C. C. No. 3562, December 1. Flour and bran from Minneapolis, St. Paul, Minnesota Transfer, Duluth, Minn., and Superior, Wis., to Gulfport, Miss., 20½ cents; Key West, Fla., 30½ cents; Mobile, Ala., 20½ cents; New Orleans, La., Pensacola, Fla., Port Chalmette and Westwego, La., 20½ cents (rates to Key West apply on shipments destined Havana, Cuba, to other points applies on shipments for all foreign countries except Europe, Asia and Africa) (A).

Supplement 18 to I. C. C. No. 2824, December 1. Flour only from Minneapolis, St. Paul, Minnesota Transfer, Minn., Amery, Osceola, Rice Lake, St. Croix Falls, Frederic, Ridgeland, Reserve, Wis., and intermediate points to Baltimore, Md., 18½ cents; Boston, Mass., 20½ cents; Montreal, 19½ cents; New York, 20½ cents; Philadelphia, Quebec, 19½ cents; St. John, N. B., and West St. John, N. B., 20½ cents; all other grain products from above named points to Baltimore, 18½ cents; Boston, New York, 21½ cents; Montreal, 19½ cents; New York, 21½ cents; Philadelphia, Quebec, 19½ cents; St. John and West St. John, 21½ cents (advance except rate to St. John (R)).

Chicago, Peoria & St. Louis

I. C. C. No. 994, December 1. Wheat, 15½ cents; barley, corn, grain screenings, oats and rye, 15 cents (A); from Peoria and Pekin, Ill. (when from beyond), to Mobile, Ala., New Orleans and Port Chalmette, La. (when for export to Europe, Asia and Africa).

Chicago, Burlington & Quincy

I. C. C. No. 11188, December 1. Flour from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Harmony, Glasgow, 19 cents; Independence, Odessa, Oak Grove, Blue Springs, 19 cents; Centralia, 15.5 cents; Jefferson City, 22.5 cents; Marshall, Mo., 19 cents (A).

I. C. C. No. 11189, December 1. Flour from Palmyra, Mo., to Cedar Rapids, Iowa, 13½ cents (A).

I. C. C. No. 11192, December 1. Flour, bran, shorts and middlings from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Fort Smith, Ark., 28 cents; Higginsville, Mo., 19 cents (R); Concordia, Mo., 22.5 cents; Jefferson City, Mo., 22.5 cents.

West Shore

I. C. C. No. B9211, December 6. Grain and products in packages from Buffalo stations, East Buffalo and Black Rock, N. Y., to Charleston, Georgetown, S. D., Jacksonville, Fla., and Wilmington, N. C., 18 cents.

The Burlington road recently made up a train at Council Bluffs, Iowa, which contained eighty-five cars carrying an aggregate weight of about 3,400 tons of wheat and measured half a mile in length. The grain was consigned to Minneapolis and St. Louis.

FIELD SEEDS

I. C. Bowyer, of Ocala, Fla., has purchased the Florida Seed Store, at Bartow, Fla.

A branch seed office has been opened at Waterloo, Neb., by the Robinson Seed Company.

The capital stock of the J. Wilder Seed Company, Cincinnati, Ohio, has been increased to \$25,000.

An importer of Atlanta, Ga., is receiving a shipment of 160 bales of rye grass seed from Belfast, Ireland.

The Spokane Seed Company has taken over the stock and business of the Fruit Growers' Supply Company at Spokane, Wash.

The Troutman Implement & Seed Company, of Owensboro, Ky., has been incorporated with a capital stock of \$15,000. The incorporators are J. E. Troutman, C. S. Price and T. J. Lee.

The Holmes Seed Company, of Harrisburg, Pa., held its annual meeting on November 6, and elected officers for the ensuing year as follows: B. F. Meyers, president; George A. Gorgas, vice-president; David G. Clay, treasurer; W. H. Miller, secretary, H. L. Holmes, general manager, and other directors, Frank R. Leib, C. Cocklin, E. Z. Gross and H. L. Holmes.

The Canadian Department of Agriculture has decided to grant an unusual subvention to Canadian growers to secure a sufficient supply of clean field, root and garden seeds to meet the demands of the next two years, owing to the curtailment of supply from Germany and France due to the war. The subventions will be paid under the directions of experts employed by the federal and provincial experimental stations.

The St. Louis Seed Company, of St. Louis, Mo., has obtained a ten-year lease on a four-story-and-basement building to be erected at 411-413 Washington Avenue. The site is the one occupied by the company last winter previous to the fire that swept that district. The building is to be complete by January 1, and will have a frontage of 42 feet and a depth of 125 feet. The seed company, which is now occupying temporary quarters, will install a complete set of new fixtures on taking possession. M. B. Pautler is president of the firm; J. A. Rau, secretary, and August H. Hummert, vice-president and manager.

The extension section of the Manitoba Agricultural College announces the following dates for seed grain fairs which are being held under the auspices of agricultural societies: Miami, October 30; Manitou, December 9; Rockwood, November 13; Elgin, December 10; Morden, November 17; Arrow River, December 15; Russell, November 18; Argyle, Woodlands, December 15; Swan Lake, November 18; Reston, December 16; Birtle, November 19; Kelwood, December 17; Warren, November 19; Shellmouth, December 17; Morris, November 20; Gilbert Plains, December 18; Headingly, November 20; Gladstone, December 19; Roland, November 30; Cartwright,

December 8, and Carman, December 8. To each of these fairs the college sends speakers who deliver addresses pertinent to the interests of growers.

The Central Experimental Farm, at Ottawa, Ont., will distribute grain and potato seed during the coming winter and spring to Canadian farmers, according to instructions of the Hon. Minister of Agriculture. The samples for general distribution will consist of spring wheat (about five pounds), white oats (about four pounds), barley (about five pounds), and field peas (about five pounds). All samples will be sent by mail free, but only one sample of grain can be sent to each farm. The applicants are required to give particulars in regard to the soil on their farms, and some account of their experience with such kinds of grain as they have grown.

Angus McKay, of Indian Head, Sask., and W. J. Lindsay, of Winnipeg, Man., acting for the Canadian Government, have been purchasing seed grain to assist farmers of southwestern Saskatchewan and southern Alberta whose crops were destroyed by drouth this year. The large new terminal elevators at Saskatoon and Moose Jaw, Sask., recently completed for the Dominion Government, are being utilized for the purpose of storing, cleaning and sacking the seed. The inspection of the grain as to grade, freedom from noxious weeds, and for germinating strength is in charge of C. Sweet, of Regina, Sask., a representative of the Seed Grain Control branch of the Dominion Department of Agriculture.

SEEDS AND PLANTS IN THE PHILIPPINES

The Bureau of Agriculture in the Philippine Islands has announced that as soon as its present stock runs out it will discontinue the practice of free distribution of seeds which has been in vogue for the last 12 years. The many seed firms on the islands have advised that they are in a position and well equipped to supply the demands for seeds. Those engaged in producing seeds or plants have been invited to register their business addresses with the Bureau of Agriculture, listing the names of the varieties they offer for sale.

The seed testing station was established in 1902 at Manila under the first American director of agriculture, who operated with the United States Department of Agriculture. Since that time all seeds have been tested before being distributed.

The government has also arranged to discontinue the ornamental plant business, as soon as practicable, and leave the field to private firms. Gardens of ornamental shrubs, plants and trees are maintained at present by the city of Manila. The government will confine itself to the importation and testing of new species and varieties which, when proved satisfactory, will be offered for sale.

CRIMSON CLOVER A GOOD INVESTMENT

I. L. Radwaner, wholesale seed dealer, New York City, recently issued a circular in which a cable from Paris is quoted from the New York Times as follows: "Among the wounded arrivals was a sargeant of reservists who was in the fighting at Montmirail. He saw several Germans made prisoners in a field of yellow clover. The forage had been cut and bound in sheaves, and when one of the sheaves

was seen to move a shot fired into it, brought out a German infantryman."

Concerning this item, Mr. Radwaner states in his circular: "Now then, if the crimson clover and other crops are being destroyed by shell, fire and by the armies, where will we get seed next year for spring sowing? The newspaper report is impartial and just states facts, but it makes us believe firmly that crimson clover to carry over all winter for next year, will be one of the best investments a seed man can make. The prices are low now, as it is the closing of the season."

SUDAN GRASS

The most wonderful grass ever introduced or known in this country. Now known by reputation by all of our Agriculture. Last year sold at \$2.00 to \$2.50 per lb. Price now: 1 lb. 60c, 5 (for 1 acre) at 55c, 10 at 50c, 100 at 45c, 200 at 40c.

N. L. WILLET SEED CO., - Augusta, Ga.

BUYERS and SELLERS

Medium, Alsike,
White, Alfalfa,
Clover, Timothy,
Grasses, etc.



Mail Samples.

Ask for Prices.

Milwaukee Seed Co.
Milwaukee, Wis.

THE ILLINOIS SEED CO. CHICAGO, ILL.

We Buy and Sell

FIELD SEEDS

Ask for Prices.

Mail Samples for Bids.

Do You Follow Us?

Our Daily Market Letter keeps investors posted on the clover situation. Are you on our mailing list? If not, say the word.

Southworth & Co.

Grains—Seeds—Provisions

Produce Exchange, Toledo

Grain and Seeds

SEED FOR SALE.

Alfalfa seed direct. Farmers' price and sample on application. J. L. MAXSON, Buffalo Gap, S. D.

GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

FOR SALE—SWEET CLOVER SEED

White and Biennial Yellow. Samples and prices on request. BOKHARA SEED CO., Box 95, Falmouth, Ky.

HAY AND GRAIN WANTED

Wheat, corn, ear corn, oats, straw, milling buckwheat, potatoes, cabbage, onions, etc. If you are a buyer of mill feeds, cotton seed meal, old process oil meal, I can save you money. C. T. HAMILTON, New Castle, Pa.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

OBITUARY

Oran Freese, a grain buyer at Darlow, Kan., and formerly a miller at Hutchinson, Kan., passed away at his home on October 13.

August Froemming, of the grain firm August Froemming & Son, died at his home in Algoma, Wis., the latter part of last month.

Hugh H. Lappin, treasurer of J. J. Lappin & Co., grain dealers at Portland, Maine, died on November 1, following injuries sustained in his garage when an automobile he was cranking sprang forward and crushed him against a wall. Mr. Lappin is survived by three brothers and two sisters.

The death of A. E. Royce, aged 70 years, pioneer grain dealer, of Bowling Green, Ohio, occurred at his home in that place on November 1, following a brief illness. Mr. Royce was born in Huron County, Ohio, and when 17 years of age went to Toledo, Ohio, where for ten years he worked in a chair factory, after which he entered the grocery business at Bowling Green, conducting the store until 1884. Previous to this, he had established a grain shipping business and eventually became associated with the late J. J. Coon, of Toledo, while later the Royce & Coon Grain Company was incorporated and Mr. Royce was elected president of the organization. The firm operates ten elevators in Wood County. In 1885, with others, he started the Commercial Bank, of which he was also president, and was actively engaged in other lines of business. He was a Mason, an Odd Fellow and a member of the Royal Arcanum. He is survived by his wife and two daughters.

GOVERNMENT CROP ESTIMATE

The Crop Reporting Board of the Bureau of Crop Estimates makes the following estimates from reports of its correspondents and agents for conditions on November 1:

For the United States:

Crops.	Yield per acre.	Production.	Qual- ity.
	1914. 10-yr. av.	(000 omitted).	1914. 1914.
Corn, bus.	25.8 26.7	2,705,692	85.1
Wheat, bus.	16.7 14.4	891,950	89.7
Oats, bus.	29.7 29.9	1,139,741	86.5
Barley, bus.	26.1 25.2	196,568	87.5
Rye, bus.	16.8 16.2	42,664	94.9
Buckwheat, bus.	21.4 19.7	17,025	91.6
Hay, tons	1.42 1.40	68,604	92.1
Cotton, lbs.	200.6 187.2	7,341,000	...
Flaxseed, bus.	8.3 9.0	15,973	90.4

Corn.—Percentage of 1913 crop on farms November 1, 1914, is estimated at 3.3 per cent (80,069,000 bushels), against 4.4 per cent (137,972,000 bushels) of the 1912 crop on farms November 1, 1913, and 3.7 per cent, the average of similar estimates of the past ten years.

The production of various products in the past three years, expressed in percentages of a "full crop," is estimated as follows:

Crop.	1914.	1913.	1912.
Beans (dry)	81.7	75.7	81.7
Alfalfa	93.9	83.3	94.2
Alfalfa seed	77.3	89.4	84.2
Clover hay	73.5	81.0	83.0
Clover seed	70.2	80.5	74.5
Hemp	70.0	55.0	77.0
Kaffir corn (grain)	96.4	52.8	156.2
Kaffir corn (forage)	86.7	55.1	88.6
Millet hay	80.4	61.8	86.0
Millet seed	75.1	62.1	80.2

CORN.

States.	Yield per acre.	Production (000 omitted).	Qual- ity.	Price Nov. 1.
	1914. 1914.	1914. 1914.	1914. 1914.	1914. 1914.
Pennsylvania	42.0 61,446	92	77	
Virginia	21.0 40,341	84	86	
North Carolina	20.0 56,700	90	91	
Georgia	14.5 58,957	91	93	
Ohio	39.1 149,440	89	66	
Indiana	33.0 163,317	82	66	
Illinois	29.0 300,034	86	67	
Michigan	36.0 60,912	90	73	
Wisconsin	40.5 68,850	91	68	
Minnesota	35.0 89,040	92	55	
Iowa	38.0 389,424	91	61	
Missouri	22.0 159,016	70	71	
South Dakota	26.0 75,504	87	56	
Nebraska	24.0 178,992	90	60	
Kansas	18.0 115,956	75	70	
Kentucky	26.0 94,900	79	73	
Tennessee	23.5 78,725	83	73	
Alabama	17.0 55,488	85	91	
Mississippi	18.5 60,606	83	78	
Louisiana	19.5 39,273	82	78	
Texas	20.0 133,280	80	77	
Oklahoma	13.2 56,430	67	65	
Arkansas	17.5 42,875	75	83	
United States	25.8 2,705,692	85.1	69.7	

HAY, STRAW AND FEED

Horace Carson has established a feed store at Stilwell, Okla.

Graff & Epperson have started a new feed store at McLeansboro, Ill.

A feed store has been opened at Eskridge, Kan., by J. W. Core & Son.

A feed store has been opened at Wheelock, N. D., by Woodfield Brothers.

Ed. Line has sold his feed store, at Crawfordsville, Ind., to I. B. Clyne.

A flour and feed store has been opened at Mitchell, S. D., by K. S. Christensen.

J. Weaver, of Natural Bridge, N. Y., has engaged in the flour and feed business.

J. W. Kelly, of Umatilla, Wash., has opened a flour and feed store, at Freewater, Wash.

Robert Harris has taken over the feed store of Keiser Brothers, at Manchester, Iowa.

J. M. Edmiston has disposed of his flour and feed business at Nevada, Mo., to H. Clay Walker.

W. T. Henry has disposed of his interest in the feed store at Stillwater, Okla., to I. B. Green.

R. E. Gassett, of Pavo, Ga., has opened a hay, grain and produce business, at Ashburn, Ga.

O. B. Kinzel has sold his interest in the Oakland Flour, Feed & Seed Exchange, at Oakland, Ill.

Capitalized at \$10,000, the Yonkers Hay & Grain Company has been incorporated at Yonkers, N. Y.,

business to be continued under the name of Horton & Snyder.

The Early & Dainel Company, wholesale hay and grain dealers, at Cincinnati, Ohio, is planning to erect a warehouse and feed store at a cost of \$75,000.

The firm of August Froemming & Son, dealers in hay, grain and produce at Algoma, Wis., with branches at Forestville and Rio Creek, Wis., has been dissolved.

R. H. Moon has purchased the flour and feed business of J. E. White, at Storm Lake, Iowa. The stock will be enlarged, and new equipment added, and Mr. White will manage the business for Mr. Moon.

The Fick Coal Company, of Quincy, Ill., has been incorporated with a capital stock of \$10,000, to deal in coal, feed, grain, etc. The incorporators are John E. Fick, George D. Roth and Edward C. Koch.

The Winslow-MacKenzie Company, of Fall River, Mass., has been incorporated with a capital stock of \$30,000, to deal in hay, grain and feed. The following are the directors of the company: H. S. Winslow, J. W. MacKenzie and J. C. MacKenzie.

A HAY STORE WITH A GEOGRAPHICAL DISTINCTION

BY ALLEN HENRY WRIGHT.

If for no other reason, there is a little store in the hamlet of Otay, in southern California, which can lay claim to distinction because of the fact that



THE MOST SOUTHWESTERLY HAY AND GRAIN STORE IN THE UNITED STATES

by Geo. N. Blust, Edw. O. Binzen and Ernest G. Tepperwein.

W. T. Astill has sold his interest in the Ogden Feed Company at Ogden, Utah, to J. H. Shafer.

The business of the Audubon Feed Company, at Spokane, Wash., has been taken over by S. H. Bump.

C. S. Emrick has disposed of his interest in the Emrick Hay & Grain Company, at Cincinnati, Ohio.

Lawrence Martin, of Moundville, W. Va., has established a feed store at Benwood, Wheeling, W. Va.

The Luster Feed & Coal Company has been incorporated at Granite City, Ill., with a capital stock of \$5,000.

A new feed and grain warehouse is under course of construction at Whitesboro, Texas, for Sadler & Shelton.

Harvey N. Wetmore, formerly with the Globe Elevator Company, at Buffalo, N. Y., has engaged in the flour and feed business, at Bath, N. Y.

John Kirch, wholesale and retail flour and feed dealer at Pittsburgh, Pa., has completed a new concrete warehouse which he is now occupying.

A four-story warehouse, of brick and mill construction, will be erected at Milwaukee, Wis., for Philip Orth & Co., flour, feed and grain shippers.

J. E. Snyder of Humeston, Iowa, has taken over the interest of Mr. Marmont in the flour and feed firm of Marmont & Horton, at Chanute, Kan., the

it is the most southwesterly hay and grain store in the whole of the United States.

Otay is located some fifteen miles south of the city of San Diego, and only a short distance from the boundary line between the United States and Mexico. It is reached by a suburban electric line, a small steam line and a standard gauge road now building to connect with a transcontinental line.

When this new road is finished it may be that Otay will come into its own, but at present it reminds one of Goldsmith's "Deserted Village." Its streets, though laid out on maps, are ungraded, and a lantern must be used on moonless nights to see one's way about the town, with its scattered houses, some occupied by Mexicans, whose dogs nip at one's heels as the paths are traversed.

In Otay, however, for sixteen years there has been conducted this hay and grain store in a building which was moved from another townsite which was left unoccupied after a boom burst a generation ago. W. S. Clark, a native of Scotland, who for 28 years has remained by Otay, in all its varying fortunes, is the head of the firm of W. S. Clark & Son, the owners of the store. For seventeen years, too, he has been the postmaster at Otay, but his duties along that line are not so arduous as to interfere with his conducting a general store, besides his hay and grain "emporium."

The section around Otay produces considerable alfalfa and wild oats, besides the citrus fruits, as oranges and lemons, but much of the grains and other feed for horses and cattle has to be shipped

in, and to W. S. Clark & Son comes a good portion of this trade. Like others in Otay, they look forward to the day when the streets of the town will teem with activity, and when the abandoned watch factory and other buildings put up in boom days will again be occupied and the buzz of industry will be heard on every side as the visitor makes his way about.

CHICAGO HAY MARKET

"Indications are for colder weather, with possibly snow all over the country," says Albert Miller & Co. of Chicago, in a recent letter. "This condition would help the hay market wonderfully. As we therefore judge the market continued shipments are advisable. Very little prairie hay is coming in while the demand improves daily. Now is the time to start shipments of prairie, especially Upland Iowa, Minnesota, Nebraska and Dakota. The recent accumulation of low grade alfalfa is now all cleaned up and market is rapidly getting into a healthy condition again. Outside demand showing considerable activity influenced, no doubt, by the approach of cold weather. Present shipments of alfalfa will undoubtedly strike a good market."

STRAW SACKS

While there is nothing new under the sun, according to ancient philosophy, the fact that bag material can be manufactured from straw is not universally known. However, it is stated that factories for the production of straw bags, technically known as "stranfa," are under contemplation for Spokane and Walla Walla, Wash. It is claimed that such sacks can be manufactured at one-half the cost of jute sacks and that they are nearly twice as durable as the jute bags.

J. A. Reichman, of Mesum, Germany, is said to have discovered the process of making the sack material from straw and secured the German patent, while the United States patent is controlled by J. B. Valentine and L. D. Crow, of Spokane, and it is their plan to establish the western manufacturing plants.

THE ST. LOUIS HAY MARKET

The Martin Mullally Commission Company, of St. Louis, Mo., says on November 6: "Receipts of hay during the past week were liberal, being 328 cars, compared with 320 the preceding week, and our market ruled steady with a fairly good demand for most all grades of tame hay. Alfalfa was in light offerings, and the demand right good. Buyers took everything offered on arrival, leaving the market practically bare at present and in a good condition for fresh arrivals of alfalfa and we advise prompt shipments."

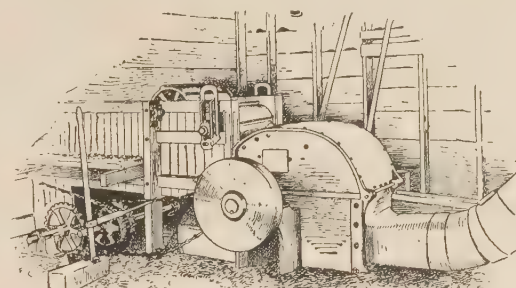
"Prairie hay is in light offerings, and the demand urgent for No. 1 and choice, fair demand for No. 2, but practically no inquiry for low grade prairie. Pure clover hay is in light offerings and demand good for high No. 1 and choice. Best if offered would sell up to \$18 per ton. There is a fair demand for the medium grades of clover. Straw is in fair demand at from \$6 to \$6.50 per ton."

"A big change has taken place in our hay market here today, owing to the foot and mouth disease, the Government has quarantined and won't allow any hay or straw to come into St. Louis, Mo., originating in Illinois, Indiana, Ohio, Michigan and Pennsylvania, consequently it will be a difficult matter to sell hay to an advantage in East St. Louis, originating in those quarantined states that cannot be

moved to St. Louis, Mo., as all of the hay arriving in East St. Louis has been coming to this side of the river, as the consumptive demand on the East Side is very limited, and shippers that have hay on hand in other states that are *not quarantined* should make a special effort to get it on this market promptly, as the offerings of hay on the market here will be bought up promptly and buyers will be obliged to supply their wants from the fresh arrivals coming from states *not quarantined* and prices will range higher on all grades the coming week and we advise prompt shipments."

ELECTRICITY FOR ALFALFA CUTTING

Probably no product of the soil has gained in popularity at so fast a rate as alfalfa, and now because of its value as a stock food and the amount each field can produce in the two or three cuttings a year, it has become a most important crop. As a basis for stock food, cut small and mixed with



AN ALFALFA CUSTOM MILL IN THE WEST

waste syrup and beet pulp from sugar factories, or with grain and other foods, it has few equals.

To a large extent alfalfa is used where it is produced, and so a great many custom mills have sprung up throughout the West where alfalfa is cut for the farmers, a certain percentage being retained by the miller for his services. The use of electricity in these mills is gaining in favor as motors reduce the attendance required, the cost of power, and the fire risk. The Westinghouse Motor, which is here shown, is of a type that is coming into general use.

The conveyor shown on the left brings the alfalfa from the receiving bin to the cutter and after it has been through the machine it is blown by a fan through the piping shown at the right into storage bins above, or into the farmer's wagon. The operation of the machine is so rapid that by the

HUFFINE & COMPANY

Wholesale **HAY** and Grain

(Members National and Kansas City Hay Dealers Association)

Established 1888. Kansas City, Mo.

Half a Century in the Commission Business

If there ever was a year to CONSIGN merchandise, this year is the one.

We will have a good, steady demand for HAY, STRAW, GRAIN and FEED here in the East.

Prices should be higher when cars arrive, than they were when cars were shipped.

You will get the full benefit of these market advances if you CONSIGN us your shipments.

Some of our friends have made big profits the last few weeks by doing so. How about your trying it too? We hope you will.

E. L. ROGERS & CO.

Receivers and Shippers

358 BOURSE

PHILADELPHIA, PA.

Hay = Straw = Grain = Feed

"Price and Quality Right"

DYER & CO.

Reliable **HAY** Merchants

Write us for delivered prices on ALFALFA

705 Live Stock Exchange, KANSAS CITY, MO.

ALFALFA

Also All Other Kinds of Hay

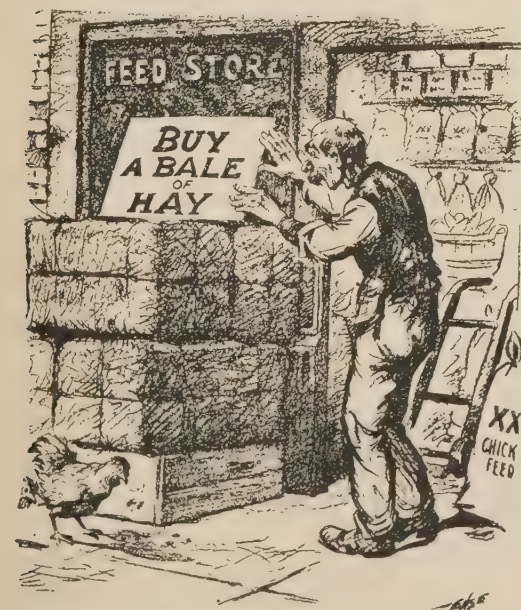
Write— Kansas City Office for **HAY—EAST**
Memphis Office for **HAY or OATS—SOUTHEAST**
Oklahoma City Office for **HAY or OATS—SOUTH**

SHOFSTALL HAY AND GRAIN CO.

KANSAS CITY, MO.
600-602 Live Stock Exchange

MEMPHIS, TENN.
Tennessee and Nettleton Ave.

OKLAHOMA CITY, OKLA.
307 Mercantile Bldg.



From the New York World
THE HAY DEALER, TOO!

Carlisle Commission Co.
(Established 1889)

WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building
KANSAS CITY, MISSOURI
(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

A MODERN MAUD MULLER

FIRE S-CASUALTIES

The elevator at Roth, N. D., was somewhat damaged by fire on October 26.

On October 31, the elevator of W. C. Genthner & Co., at Waverly, Mo., was destroyed by fire.

The store of the James Hord Grain Company, at Stuttgart, Ark., was badly damaged by fire.

The elevator at Orion, Ill., was slightly damaged by fire on November 4, caused by locomotive sparks.

The Great Western Elevator at Hesper, N. D., was destroyed by fire recently, with a quantity of grain.

A recent fire destroyed the building at Granger, Texas, occupied by Allen Brothers, feed and grain dealers.

J. E. Grey's feed house, at Homer, La., with a large quantity of hay and other feed, was recently destroyed by fire.

The elevator, at Eddyville, Neb., was recently destroyed by fire, supposed to have been started by engine sparks.

The elevator of Harlan Brothers, at Cheneyville, Ind., was slightly damaged by a recent fire, caused by locomotive sparks.

Jos. Olsen's elevator, at Ellsworth, Iowa, was struck by lightning last month, resulting in some damage to the building.

Loss amounting to about \$5,000 resulted from the burning of Edw. Henning's feed store and warehouse at Pittsburgh, Pa.

The Farmers' Feed Company, of Buffalo, N. Y., suffered a loss of \$5,000 on October 11, when its plant was damaged by fire.

Four elevators with a large part of the business district of Oldham, S. D., are said to have been destroyed by fire on November 9.

The Denhart Elevator, at Hatfield, Minn., was completely destroyed by fire on October 21, with a quantity of grain and three freight cars.

Fire, believed to have been of incendiary origin, destroyed the O'Connor Elevator, at Homer, Neb., recently, causing a loss estimated at \$7,000.

C. W. Bowker & Co., grain dealers at Worcester, Mass., recently suffered a loss of \$17,000, when a stock of hay and grain was damaged by fire.

The Duluth Company's elevator at Jamestown, N. D., was recently burned, together with a quantity of grain, entailing a loss of several thousand dollars.

The elevator at Dixon, Iowa, was completely destroyed by fire on October 20, resulting in a loss of \$15,000. The house was filled with corn and other grain.

The elevator of R. M. Stuntebeck, at Bluffton, Minn., was burned on October 29, the loss on the grain amounting to \$6,000 with about \$4,000 insurance.

The elevator and power plant in connection with the mill of Barnes & McConnell, at Baxter Springs, Kan., were destroyed by fire last month, the loss amounting to \$2,500.

The house of the Souris Farmers' Elevator Company, at Souris, N. D., together with 10,000 bushels of grain, was destroyed by fire on October 13, entailing a loss of \$15,000.

John Burkhardt, of Temvik, N. D., was killed in the Farmers' Union Elevator, at Hazelton, N. D., where he was employed, when he became entangled in a chain and sprocket drive.

Willis Rawson, of Rawson, near Alexander, N. D., recently suffered the loss of his elevator by fire, with a considerable quantity of grain. The loss was partially covered by insurance.

Warren Caswell, a carpenter of Burr Oak, Ill., was killed on November 9, when struck by a cement elevator in the new grain elevator under course of construction, at Blue Island, Ill.

A grain and hay shed at Brattleboro, Vt., owned by the Valley Grain Company, with a number of neighboring structures, was destroyed by fire on November 3, the entire loss amounting to \$23,000.

Locomotive sparks are said to have caused the fire that destroyed the old elevator of Stotler Brothers, at Strawn, Ill., on October 23. The loss on the building amounted to \$250 with \$440 loss on the stock.

Fire, which started in the warehouse of the Boler Scanlan Grain Company, at Rochester, Minn., on October 25, and spread to the company's elevator and neighboring plants, caused a loss of \$50,000.

The Fleischmann Malting Company, of Chicago, suffered a loss of \$300,000 on October 26, when its plant at West Fifty-first Street and the Panhandle Railroad was destroyed by fire. The flames started

in the kiln on the fourth floor, and nearly 14,000 bushels of grain were consumed.

The Bell Grain Company, of Crowell, Texas, suffered a loss of \$20,000, when its elevator was destroyed by fire, together with several thousand bushels of wheat. The insurance amounted to about \$10,000.

Loss estimated at \$16,000 resulted from a fire in the screening elevator of Clarence C. Gray, at St. Paul, Minn., on October 28. In addition to the grain house and a quantity of grain, three horses were consumed.

Last month the warehouse of the Douglas Clark Company, at Rochester, N. Y., used for grain and hay storage, was destroyed by fire, causing \$2,500 damage. The loss included 5,500 bushels of shelled corn, 70 tons of cracked corn, 200 bushels of oats and several tons of hay.

The 60,000-bushel elevator at Lewis Creek, Ind., owned by the Nading Grain Company, of Shelbyville, Ind., was destroyed by fire on October 16, entailing a loss of \$18,500, with \$12,500 insurance on the building and contents. There were stored in the house at the time of the fire 7,000 bushels of

wheat and 2,000 bushels of oats. The fire is believed to have been caused by spontaneous combustion.

Fire of unknown origin destroyed the house of the Cargill Elevator Company, at Rauville, S. D., on October 14, causing a loss of approximately \$20,000. The elevator was full of grain at the time of the fire.

Fire, starting in the plant of the Omer Mill & Elevator Company, Omer, Mich., is said to have practically destroyed the town with a loss estimated at \$200,000. The damage to the mill and elevator company's property was approximately \$50,000, including a stock of grain and beans.

The New Prairie Farmers' Elevator, at New Prairie (mail Cyrus), Minn., was totally destroyed by fire on October 25, together with several thousand bushels of grain. There was \$4,800 insurance on the building and \$4,000 on the contents. It is stated that the house will probably be reconstructed.

The Fort Worth Grain & Elevator Company's plant, at Fort Worth, Texas, was burned on October 27, with a loss of \$18,000, partially covered by insurance. The loss included four mules, in addition to the building, stock and machinery. The fire is thought to have been the work of an incendiary. The plant had an entire capacity of 75,000 bushels.

Fire, supposed to have been of incendiary origin, destroyed the warehouse of George F. Gilgert, at Stockton, Cal., on November 1, together with 3,000 tons of hay, the damage amounting to more than \$30,000, with partial insurance. The building was valued at \$4,000 covered by \$2,000 insurance, while the stock was valued at \$26,000 with partial insurance.

IN THE COURTS

[Prepared especially for the "American Grain Trade" by J. L. Rosenberger of the Chicago Bar.]

SCOPE AND SUFFICIENCY OF THE ANTI-TRUST ACT AS A CRIMINAL LAW

The Supreme Court of the United States says, in *Nash vs. United States* (33 Supreme Court Reporter, 780), that the Standard Oil and American Tobacco Company cases may be taken to have established that only such contracts and combinations are within the Federal anti-trust law, or Sherman act, as, by reason of intent or the inherent nature of the contemplated acts, prejudice the public interests by unduly restricting competition or unduly obstructing the course of trade. It was argued that the crime thus defined by the statute contains in its definition an element of degree as to which estimates may differ, with the result that a man might find himself in prison because his honest judgment did not anticipate that of a jury of less competent men; that the criminality of an act cannot depend upon whether a jury may think it reasonable or unreasonable. There must be some definiteness and certainty.

But, apart from the common law as to the restraint of trade thus taken up by the statute, the law is full of instances where a man's fate depends on his estimating rightly—that is, as the jury subsequently estimates it—some matter of degree. If his judgment is wrong, not only may he incur a fine or a short imprisonment, as here; he may incur the penalty of death. An act causing death may be murder, manslaughter or misadventure, according to the degree of danger attending it by common experience in the circumstances known to the actor. The court is of opinion that there is no constitutional difficulty in the way of enforcing the criminal part of the act. The Sherman act punishes the conspiracies at which it is aimed on the common-law footing—that is to say, it does not make the doing of any act other than the act of conspiring a condition of liability.

As to the suggestion that the matters alleged in this case to have been contemplated would not have constituted an offense if they had been done, it is enough to say that some of them conceivably might have been adequate to accomplish the result, and that the intent alleged would convert what on their face might be no more than ordinary acts of competition or the small dishonesties of trade into a conspiracy of wider scope. Of course, this fact calls for conscience and circumspection in prosecuting officers, lest by the unfounded charge of a wider purpose than the acts necessarily import they convert what at most would be small local offenses into crimes under the statute of the United States.

E. W. Conklin & Son, Inc., of Elmira, N. Y., has filed suit against the J. Charles McCullough Seed Company, of Cincinnati, Ohio, charging trade-mark infringement. It is alleged that the defendant is

using the word "Acme" in connection with the branding of grass seed.

R. B. Hutchcraft, grain and feed merchant, at Paris, Ky., has filed a deed of assignment, giving liabilities as \$200,000 and assets as \$100,000.

William Williams was recently arrested at St. Paul, Minn., charged with swindling the Grain Growers' Grain Company, of Winnipeg, Man., out of \$12,000.

Charles Kubach, of Rochelle, Ill., has brought action against the Armour Grain Company for the recovery of \$5,000, alleged to have been lost in grain speculation.

It is reported that the Truax Grain Company, of Mitchell, S. D., has voluntarily declared bankruptcy with liabilities to the amount of \$480,059.92 and assets of \$18,451.85.

Suit has been filed by A. H. McDonald, as assignee of A. J. Clark, against D. E. Brown for \$17,000, the alleged balance of the contract price of an elevator erected at Waltham, Mont.

In connection with the recent burning of the feed store of Edward Henning, at Mt. Oliver, near Pittsburgh, Pa., George Henning Jr., his nephew, was convicted of arson on several charges.

The American Malting Company, of New York City, has been granted an injunction restraining Adolph Keitel from issuing circulars alleged to injure the plaintiff in its business, credit, etc.

Fifty-six farmers are said to have appeared in court at Hastings, Neb., demanding payment for more than 40,000 bushels of wheat stored in the elevator at Bladen, Neb., owned by William Rundberg, now a bankrupt.

F. N. Rood, of Plano, Ill., head of the La Rose Grain Company, La Rose, was arrested on November 9, at Plano, charged with using the mails to defraud, and accused of swindling Buckley & Co., the Chicago Board of Trade firm, out of \$17,000 on October 13.

In the action brought by the Northern Elevator Company, of Winnipeg, Man., against the Western Jobbers' Clearing House, concerning \$1,276 destroyed by fire while in the store of Peter L. Hyde, of Silverton, Man., employed by the company, it was held that the plaintiff must bear the loss.

Charles Waite, of Chicago, and Robert Henry Thorburn, of New York City, former members of the firm of Waite, Thorburn & Co., members of the Chicago Board of Trade, have filed suit against James A. Patten, William H. Bartlett and Frank P. Frazier, under the Sherman law, dealing with the oats corner of July, 1902, said to have been manipulated by Patten.

According to a well known farmer in Elk County, Kan., 40,000 acres of good Kafir corn was planted in that county and at a low estimate would make, in round numbers, 1,000,000 bushels.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

PRAISE FROM IOWA

Editor American Grain Trade:—Please mail to us at each of the fourteen points, as per inclosed list, copy of the "American Grain Trade" for October 15. I wish to compliment you upon the splendid article on the subject of Federal Corn Grades.

Yours truly, M. McFARLIN,
Trustee for B. A. Lockwood Grain Company.

A SUNBEAM FROM SMILEY

Editor American Grain Trade:—I want to congratulate you upon the clear, concise report of the eighteenth annual meeting of the Grain Dealers' National Association appearing in your paper in less than twenty-four hours after the convention had adjourned.

Yours truly, E. J. SMILEY,
Secretary Kansas Grain Dealers' Association.

FROM THE "RED LETTER" MAN

Editor American Grain Trade:—We are in receipt of the October 15 copy of the "American Grain Trade," and we want to compliment you "boys" upon this particular copy, and especially the complete report you give of the Grain Dealers' National Association meeting. The report itself, the cuts, and in fact the "whole business" could not be improved upon. Wishing you the success you deserve, and with kindest regards to all, I remain

Yours very truly, FRED MAYER.

MILWAUKEE NEWS

Editor American Grain Trade:—The Government has ordered Milwaukee hay shippers to cease shipping hay out of Wisconsin until cars and hay have been disinfected. It will take a week or ten days before arrangements can be made to fumigate the cars that are now loaded and in transit to Milwaukee. This order applies only to interstate shipments.

The Interstate Commerce Commission will hold a hearing in the Federal Building at Chicago on November 11 in a case that is of considerable importance to the Milwaukee grain market. The lines running east from Chicago have, for many years, joined the roads between Milwaukee and Chicago, in maintaining the same basis of grain rates out of Milwaukee on shipments routed via Chicago, to eastern points, as applied direct from Chicago or as are also applied direct from Milwaukee by way of the Grand Trunk and Pere Marquette across-lake car-ferry lines.

A short time ago the eastern roads published notices withdrawing the application of these rates from Milwaukee via Chicago and the Interstate Commerce Commission promptly suspended the effective date of such issues. The roads will now be called upon to defend their proposed action and the grain shippers of Milwaukee will be given an opportunity to show why the present situation should not be disturbed.

Yours very truly, H. G. Plumb,
Secretary Chamber of Commerce.

GRAIN PLANTING IN THE SOUTH

Editor American Grain Trade:—With 5,000,000 bales of cotton or one-third of the crop to be carried over into a second season; with a two-years' war in Europe possible; with cotton at half last year's price, viz., 7¼ cents at Augusta, Ga., and with a possible 5-cent ahead price, the southern cotton-grower (always a one-crop-grower) faces a cotton situation for the next two or three years similar to the cotton situation during the Civil War, when acreage to be planted was determined by law. South Carolina alone has passed a cotton acreage limit per horse—about four bales, though it is doubtful if this will ever become really operative. A curious situation has arisen in Georgia. The agricultural press prints letters from farmers denouncing in most severe terms our governor, John M. Slatin, because he will not convene the legislature to pass an acreage limit (Mr. Slatin says the law, if passed, would be illegal), and other farmers are writing that if such a law is passed they will pay no attention to it!

With a low cotton market at present, and below-cost and a high food market ahead, these all-cotton growers and all-food buyers are in an awful situation. There is only one remedy: Grow our own food crops. This doctrine is being preached with a

fervor worthy of a religious revivalist. The matter is really one of solvency or bankruptcy.

A year ago we increased our grain crops and this spring and summer of 1914 our grain and commission men who import these things from the West did 30 per cent less business. It is well therefore to state right here that the grain and hay growers of the West who have been selling these goods to the South, will have to look elsewhere for buyers in 1915. We may not make as much money with these crops as with cotton, but we shall make enough to feed ourselves. There are men here now planting 50 to 100 bushels wheat, who never in their lives have planted more than five or ten. Thousands are planting it who never planted it before. Small elevators are being projected and many small country wheat mills will be erected. The people feel that these improvements are not for temporary use; they feel that a permanent change in our southern crops will take place. I believe that in Georgia ten times the usual amount of wheat will be sown, three times as much oats, and three to four times the usual amount of corn will go into the ground next spring.

The North has no such possible combinations. Such other hay grasses as Sudan, Rhodes and Natal are being brought into very great prominence.

The South, with its great variety of soils and climates and crops, ought to be the last section of this country to be bound hand and foot to any one crop.

Yours truly,

N. L. WILLET.

For Sale

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

WANTED

Information regarding elevator or mill for sale. Send description. C. C. SHEPARD, Minneapolis, Minn.

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Two elevators, one 40,000 and one 20,000 bushels capacity. In good condition. In best grain section in Southeastern Minnesota. WINONA MALTING COMPANY, Winona, Minn.

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A 20,000-bushel capacity modern elevator with all necessary cleaners, feed grinder and flour house; located near water, new dock 146 feet and switch track to hold six cars at a time. Reason for selling, owner wants to move to California. E. HAUTERBROOK, 1272 E. Walnut St., Green Bay, Wis.

After the War—What?

The Wagner Letter discusses all phases of the grain outlook. Sent on demand. Consign your grains to our Wm. Fones. Phone Fones. Write Fones.

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Two 35-horsepower gas engines, complete and in first-class condition. Will sell for reasonable price, as our plant is now equipped with electric power. F. O. SCHOEDINGER, Columbus, Ohio.

FOR SALE

A 20-horsepower Nash Two-Cylinder Vertical Engine costing \$950. Rebores cylinders, refitted with new pistons and rings. In all respects as good as new for service. Guaranteed to develop more than its rated power. Fully equipped and great value at \$315. BADGER MOTOR CO., Dept. E, Milwaukee, Wis.

Miscellaneous
Notices

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

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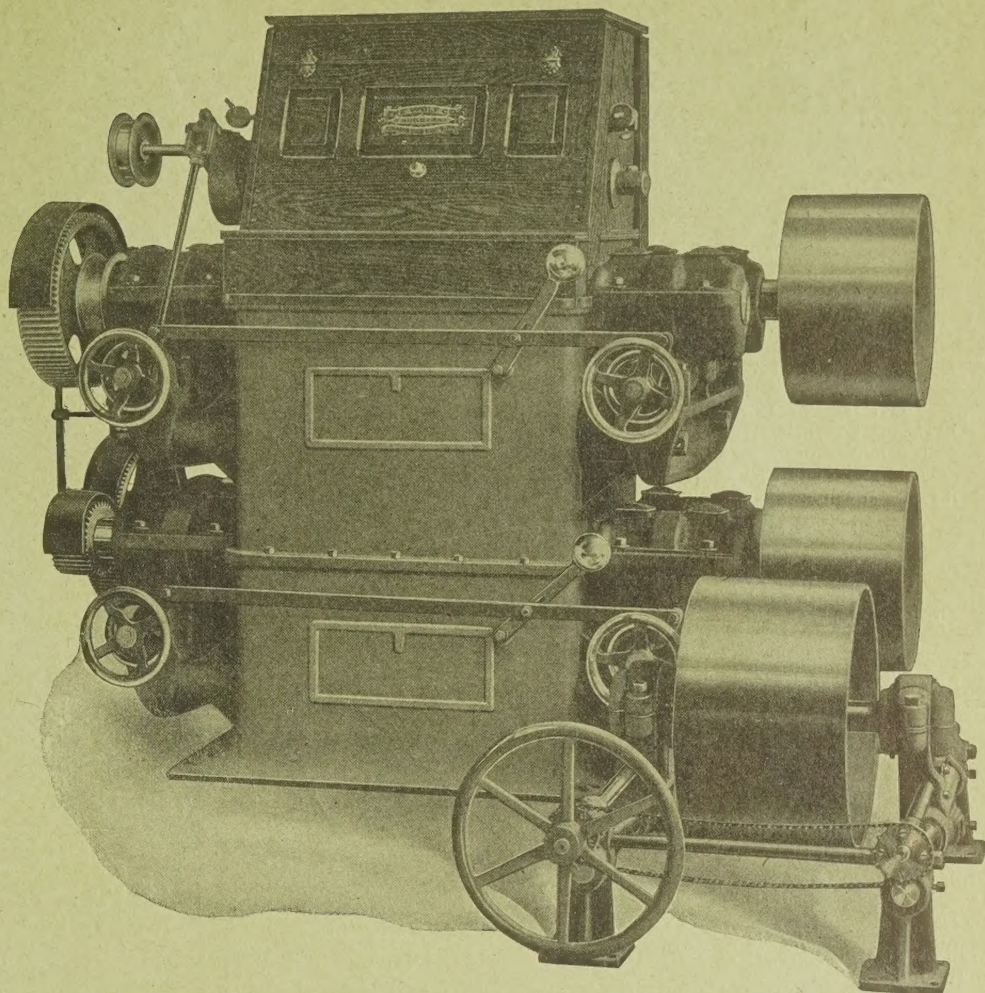
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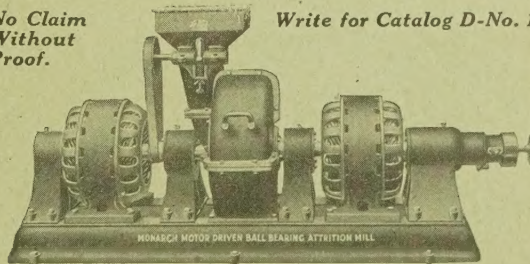
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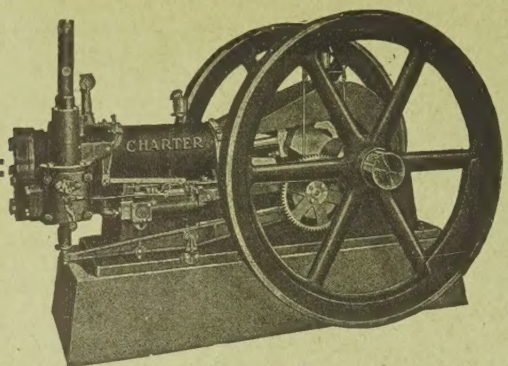
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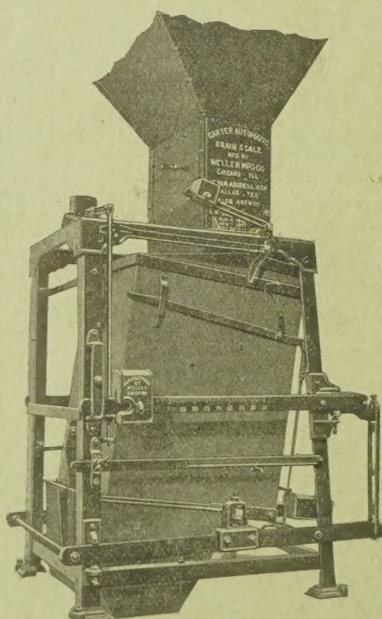
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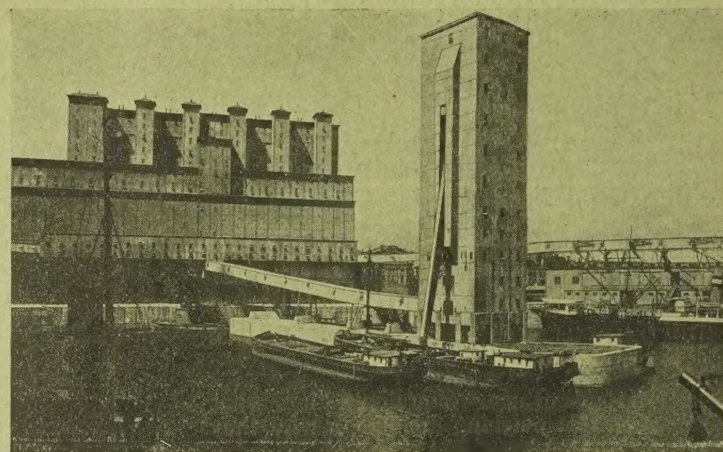
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